



Connecticut
INDUSTRY
JANUARY 1956

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**He's using a
"SPEAKERPHONE"!**



**This new telephone invention leaves
both hands free while you're talking!**

Now you can carry on a phone conversation while you have both hands free to work, take notes or refer to records. You can even move about while you're talking on the new "Speakerphone"! It's ideal, too, for conferences or get-togethers when several people want to talk and listen on the same call.

The revolutionary "Speakerphone" is perfect for today's businessmen . . . busy housewives . . . people with physical impairments. And it's yours at a low monthly rate, plus connection charge. Just call our business office for full information and quick installation.

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You just press a button (A) and your voice is picked up by a tiny microphone (B). The voice of the person you're speaking with comes through a small desk-top loudspeaker (C). (When you want privacy, the phone can be used in the conventional way.)

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 34 - NO. 1 - JANUARY, 1956

L. M. BINGHAM, Editor

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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription rates: one year \$2.50; 25¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

Yankee Diamonds In The Rough

PROSPECTING FOR DIAMONDS in Tanganyika, Southern Rhodesia, or the Gold Coast of Africa can be pretty exciting business. Dangerous, sweaty and a bit uncomfortable, but good story book material too.

PROSPECTING FOR INDUSTRIAL SUCCESS in Connecticut is more comfortable and often more profitable. Connecticut industry has been prospecting for—and finding—industrial wealth for over 150 years. The story of Connecticut industry is still an important chapter in national history.

YANKEE PROSPECTORS hew their “diamonds” from the technical skills, ingenuity and know-how of people. Polishing them into large and small industrial enterprises has made Connecticut one of the nation’s most productive states—a leader in aircraft, rubber goods, metals and metal working, machine tools, electronics and the many other products that only skilled labor and skilled management can produce.

INDUSTRIAL SUCCESS is easy to find in Connecticut. Here there are excellent harbor facilities, rail, air and truck transportation, utility services, skilled labor, good places to live, work, play and worship. And best of all, good people. Those are advantages which Connecticut manufacturers have found a real value in their continued operation in the state.

CONNECTICUT’S FERTILE INDUSTRIAL CLIMATE, its easy access to a third of the nation’s consumers and industrial suppliers, make prospecting Yankee-style a sure thing.

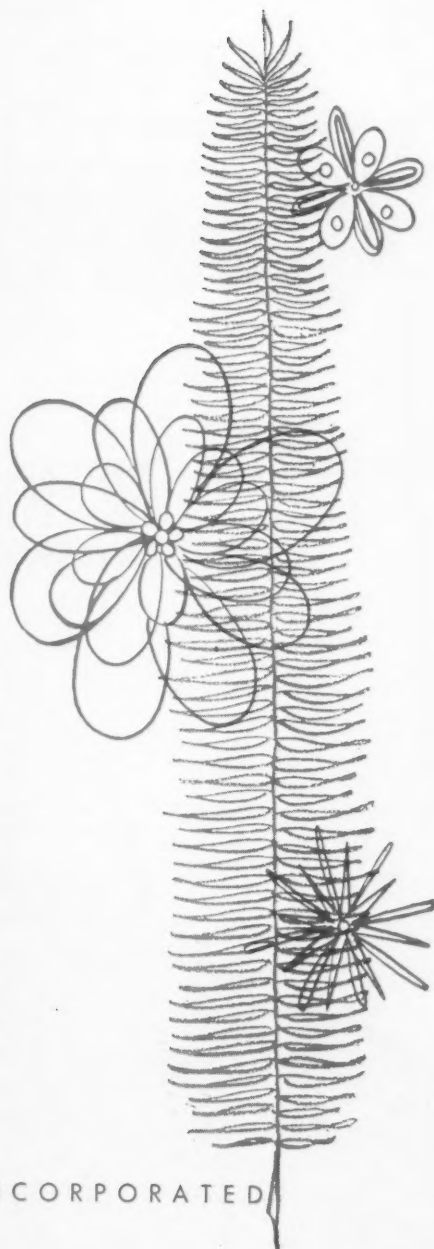
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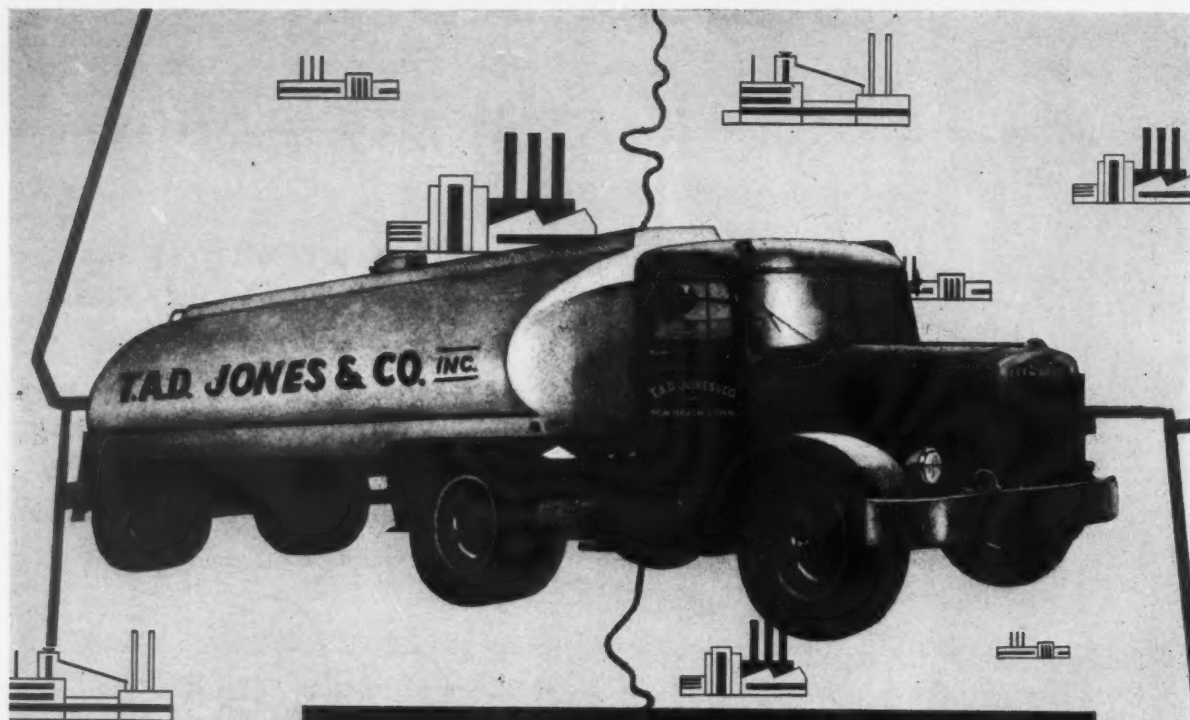
AN
EXTRA
WITH
EVERY
DIVIDEND

We suspect, life being what it is, that our stockholders do look at the digits that trail along behind the dollar sign on our quarterly dividend checks . . . but for several years we have been tearing them away from these brief crass commercial thoughts and winging them into flights of fancy with an attractive little folder enclosing the dividend check. The folders are created by an artist on our staff; they are his ideas entirely. The talent that we let loose on our dividend check enclosures is yours for your dividend check enclosures—and for the other printing jobs to which you want to give that extra sparkle.

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For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as to southern New England, the volume of our barge- and rail-deliveries is equally important.

Our fleet of delivery-trucks is equipped to maintain continuous service. Today our bulk trucks deliver "C" Fuel Oil, distillates and Ammonia, the most extensive in New England, like our tankers for delivery. And they are all as handy as your own delivery truck.

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PLANNING Pays In Many Ways

By A. S. REDWAY, *President*

Manufacturers' Association of Connecticut, Inc.

THE large and successful companies have well-established short and long range planning programs. They realize that if they are to make steady progress in any direction, they must develop a plan and follow it.

Not only do these companies find it essential for expansion and growth in their fields, but they believe it does much for their internal organizations. They believe in it as a method for training and developing people—the key to any successful operation.

How many of us who are responsible for small companies realize the potential which exists in a well-developed planning program? And how many of us are willing to put the time and effort into the development of such a program for our companies?

I know that some of our most successful smaller companies in Connecticut have established long-range plans for their organizations. Some have plotted out sales, profits, and capital expenditures for the next five or ten years. At the same time, they have outlined the specific details involved in capital expenditures for at least one year ahead, sometimes more.

At the start, much of the planning is nothing but intelligent guessing. But after the initial attempt at planning and budgeting, the guessing becomes more educated and the planning and budgeting more accurate and factual.

There is no better way to train the executives and junior executives than to require them to put down in black and white what they would like to do in their department during the coming year, why they would like to do it, and what they need to see that it gets done.

The setting up of budgets has three immediate benefits to the company. They are: (1) it forces management people to think and plan, which is something often lost in the hustle and bustle of modern manufacturing; (2) it encourages teamwork and a spirit of give-and-take among the people responsible for operating the company; and, (3) it provides controls over expenditures, an almost lost art in these days of constantly rising prices and costs.

Probably the best way to get started on a planning program is to call the top management group together to talk about it. After the initial expression of ideas, the discussion of specific goals and objectives can begin. As a starting point, the group may well consider (1) establishing sales goals; (2) setting up capital expenditure requirements; and, (3) arriving at fixed commitments such as memberships in organization, subscription to magazines and services, and charitable contributions; and, (4) listing all other charges which must be met regardless of the volume of business.

Once agreement is reached on setting the sales goal for the coming year, the figures can be broken down on a

percentage basis so that profits can be forecast and a return on the investment decided upon.

Sales forecasting, obviously, is not an exact science. Nobody can foretell what the next year will bring. But it is surprising how much more effective an organization can be made to function if it has a specific goal or objective to go after. In sales, particularly, where enthusiasm and drive often spell the difference between a good year or just another year, the establishment of a target is of inestimable value.

But because forecasting is not yet an exact science, it is also necessary to allow for flexibility. Circumstances beyond the control of management often make the forecast unrealistic. It cannot remain that way and continue to be effective. Material shortages, for example, can handicap a company severely, although there may be little or nothing it can do about the situation. Therefore, the plan must permit change for good and sufficient reasons. If sales fail to materialize as forecast, variable expenses must be cut accordingly to make sure that the predicted percentage of profit will be realized.

Many companies today find they can hardly break even on a one-shift operation. Two shifts usually bring satisfactory profits, and three shifts amazing earnings.

In planning capital expenditures for the coming year, or longer, management has its best opportunity for exercising industrial statesmanship. With all of the talk of automation and the guaranteed annual wage, there is a special aspect tied in closely with technological improvements. In planning a budget for machinery and equipment, changes in plant layout, or possibly in expanding the manufacturing operations, there is necessity for planning each move carefully. Topmost in any capital expenditures planning must be the determination to keep interruption of employment and curtailment of income of employees to an absolute minimum. Better yet, there should be no interruption.

By building inventories in the off season, companies not only can assure their employees of steady work, but they can also use machinery and equipment more efficiently, thus offsetting the money invested in inventory. Either we do this job effectively, or we will be faced with a demand for a guaranteed annual wage, increased unemployment benefits, or some other panacea which may prove to be far more costly and less under our own immediate control.

Companies which are going places develop a plan for getting there. In so doing, they plot the course, build an effective, cooperative organization, and fulfill an obligation to provide their employees with steady work and regular pay checks. By accomplishing this, the profit picture usually brightens up too.

It makes planning more than worthwhile for all concerned.

SUCCESS From An Old Recipe

IN 1937-38, when industrial Connecticut had the depression blues, Margaret Rudkin of Fairfield, Conn. started a business. She started baking Pepperidge Farm bread in her home kitchen, and today, 18 years later, she is selling it in every state of the union and mailing it to customers in a number of other countries.

She launched her bread on a depression market at a price that was twice as much as any commercial bread and it found immediate acceptance.

Says Mrs. Rudkin: "It had to be sold at that price to pay for the quality we put into it. But I reasoned that if the public really wanted a better loaf of bread, they would be willing to pay for it. They were and still are, although increased production has made it possible to market our bread at a price closer to that of commercial bread."

Because employment was at low ebb at the time, the new business was a boon to many high-caliber people in the area. Many of these early employees advanced to responsible positions as the company grew.

On the debit side, Mrs. Rudkin soon had war shortages to battle, and production problems that were unique in the bakery business. She has insisted on retaining every theory of baking with which she started in her home kitchen



THE RUDKIN FAMILY—Mrs. Rudkin, president of Pepperidge Farm; Henry Rudkin, Sr., chairman of the board of directors; Henry, Jr., vice president in charge of sales, and William, vice president in charge of production.

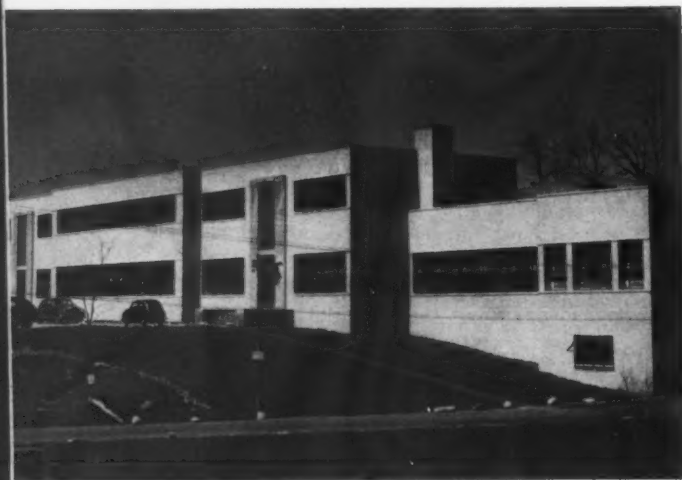
including stone grinding of the whole wheat and hand kneading of the bread dough.

"In achieving production efficiency, these were factors to be reckoned with," Mrs. Rudkin points out. "In fact, it seems to me that we have succeeded at Pepperidge Farm by break-

ing all the rules of mass-production manufacturing."

Pepperidge Farm, in spite of its fast growth, has remained a family business. Mrs. Rudkin is president; Mr. Henry Rudkin Sr., a retired stock broker, is chairman of the board; one of their sons, Henry Jr., is vice president in

THE PLANT of Pepperidge Farm, Inc. in Norwalk.



SUDBURY MILL at Sudbury, Mass., where whole wheat is ground for Pepperidge Farm. Water is still the only source of power at this old mill.

charge of sales; and another son, William, is vice president in charge of production.

Both boys have been learning the business since, as youngsters, they helped with their mother's kitchen enterprise, running errands and carrying supplies. After college, Henry worked on the selling end, while Bill bought supplies, worked in the shipping room, even kneaded bread before taking over as production head.

There are three plants now: the main plant at Norwalk; a plant at Downingtown, Pa., and another at Downers Grove, Ill.

In telling us about the beginnings of her business, Mrs. Rudkin said that it was true that she "taught herself to make bread" when her family doctor suggested that old-fashioned whole wheat bread, containing all the natural nutrition of the entire wheat kernel, might help one of her children who needed special food.

Mrs. Rudkin explained: "I got down an old cook book and looked up a recipe for home-made bread. The ingredients it called for came as a bit of a shock—especially the stone-ground flour. But I decided to make my bread just that way, even to obtaining the whole wheat from a local feed store and grinding it myself in a coffee mill. Soon I was producing bread my family enjoyed."

When Mrs. Rudkin found a miller who would stone grind her whole wheat, she was able to make bread for her friends also. It was their enthusiasm that decided her to try marketing it locally.

So she left some with her grocer in Fairfield. Three days later, the phone began to ring—other grocers were ordering her bread. It began to look as if she were in business. In addition to an increasing local business, the bread was soon selling in New York City. Mrs. Rudkin had brought some in to a quality grocer in New York who tasted it and said: "Just like my mother used to make." He said he would start off with a dozen loaves a day. Within a few months this order grew to 200 loaves a day.

In addition, orders began to come in by mail from people who had tasted the bread and wanted more. Mrs. Rudkin soon found it necessary to transfer operations from her kitchen to the garage. She resurrected a small oven and baby scales. An old Pepperidge tree near the kitchen supplied the name "Pepperidge Farm Bread."

(Continued on page 32)



A BLOCK of sweet creamery butter goes into the vat at the Pepperidge Farm bakery.



EVERY LOAF of Pepperidge Farm bread is hand kneaded.



BREAD is constantly checked for quality control.



SANITATION is a must at Pepperidge Farm.

Scovill Entertains Connecticut State Federation of Women's Clubs

ON November 17, approximately 200 members of the Connecticut State Federation of Women's Clubs were guests of Scovill Manufacturing Company, Waterbury, Conn., on a tour of its Casting Shop, Tube Extrusion and Continuous Strip Mill, most modern installations of their types in the brass industry. This tour was the 12th in the series of industry visits under a plan developed by the Federation with the cooperation of leading manufacturers and the Manufacturers' Association of Connecticut.

Meeting at 9:30 o'clock in the morning at Doolittle Hall, the Scovill Employee Recreation Association building, coffee and tea were served. After registration guests were taken in groups by expert guides in buses to the parts of the mills to be visited.

On the way, some remarked about the tremendous scope of Scovill's present-day "Mill on Mad River," stretching for nearly a mile along its banks. Great, great grandfathers of some of the visitors might well have known the mill in its earliest days, more than a century and a half ago, when the first brass bar casting shop was established by Abel Porter and

his partners not far from where the company's general offices are now located.

Starting at the Raw Materials Processing section, the visitors saw how thousands of pounds of metal are fed hourly into Scovill's unique Continuous Casting Machines, only units of their types and capacities in operation in the brass industry. They saw how huge 3000-lb. bars are cast and proceed through each subsequent rolling mill operation . . . the original cast

bars becoming finished brass sheet and strip in coils. Visitors also saw the hot extrusion of continuous cast billets into "shells" which are later drawn into tubing.

Following the mill tour, which took about an hour and a half, the ladies returned to Doolittle Hall for lunch and an opportunity to obtain a close-up picture of what is behind and beyond this great Connecticut operation. Comprehensive exhibits showed a few of the thousands of familiar objects



AT LUNCHEON Scovill officials explained the operation of the company to Federation members and guests.



AT DOOLITTLE HALL typical products made by Hamilton Beach Co. Division of Scovill Mfg. Co. are explained to executives of the Federation and L. M. Bingham, secretary of M.A.C. From left to right, Mr. Bingham; Mrs. Fred Johnson, vice president of Connecticut State Federation of Women's Clubs; John J. Hoben, works manager of Scovill Mills Division; Mrs. Michael Stavitzky, Federation "Industry Day" chairman; Alan C. Curtiss, Scovill vice president; Mrs. Fred Van Valkenburg, president of the Waterbury Chapter, and Arthur P. Hickcox, Scovill vice president and general manager of the Waterbury Division.

made by Scovill metal craftsmen, ranging all the way from a deep sea diver's helmet to the latest in cosmetic containers. The guests met many Scovill executives and employees and learned something of the human side of a large modern industrial enterprise . . . how people are hired and trained, the many interesting ways in which their safety, health and happiness are safeguarded while at work, the opportunities for social and family activities provided by employee organizations and aided by Company cooperation.

Mrs. Michael Stavnitzky of Winsted, chairman of the Federation's "Industry Day" committee, led off the post-luncheon activities by introducing the guests at the head table. After brief remarks by Mrs. Fred Johnson, Mrs. H. Whitfield Gowrie and Mrs. Fred Van Valkenberg, President Waterbury Chapter of the Federation, the meeting was turned over to Mr. Kenneth T. Howell, sales promotion manager, Mill Products Division, who acted as master of ceremonies, introducing the company executive speakers and L. M. Bingham, secretary of the Manufacturers' Association of Connecticut.

Arthur P. Hickcox, vice president and general manager, Waterbury Division gave the highlights of Scovill history and mentioned the many types of products made by the company's Waterbury and five other divisions as follows: Hamilton Beach Company Division, Racine, Wisconsin; Oakville Company Division, Oakville; De Long Hook & Eye Company Division, Philadelphia, Pennsylvania; A. Schrader's Son Division, Brooklyn, New York; Waterville Division, Waterville.

John J. Hobson, works manager, Mills Division, outlined the scope of Scovill's continuous strip mill and indicated that it represented an investment of about \$70,000 per strip mill employee. He also mentioned a number of items made from the company's mill products which many of the women present were wearing. These products included: Costume jewelry, buttons, snap fasteners, zippers, watch bands, lipsticks, compacts, vanity boxes and many others of similar nature.

Alan C. Curtiss, vice president and director of employee relations, explained the many benefits Scovill employees receive over and above their wages and salaries. He also told how the employees were carefully trained, guarded against accident, about other personnel relationships and how Scovill fits into the general industrial pic-



COMPRESSING or "cabbaging" skeleton scrap so that it may be easily handled when melted in induction furnaces is the process being viewed here.

ture in Waterbury.

Mr. Bingham spoke briefly, commenting that it was the purchasing power and productive might of over 3,000 industries in the state that had ranked Connecticut between second and third highest in per capita income among the states since 1929 and had generated directly and indirectly over 80% of that income.

These short talks were designed to complete the visitor's picture of the Company and its services to the city, state and to the nation . . . its early history as the first brass bar casting shop to be established in the New World; how the many modern brass and other copper-base alloys fit into everyday modern living; how they are sold or distributed.



FEDERATION MEMBERS are shown here at the base of a continuous brass bar casting machine.



RALPH S. HOWE



HARRY E. NORTON



S. W. FARNSWORTH

Meet The Association's NEW DIRECTORS

IN order that our members may recognize and know something of the educational and experience background of each of the five new directors who were elected at the annual meeting at Yale University, September 8, 1955, and who began serving their four year terms January 1, 1956, C.I. presents their names and a brief "who's who" biography of each director.

The new directors are as follows: Ralph S. Howe, president, New Britain Machine Company, New Britain, succeeding S. M. Cooper, president, Fafnir Bearing Corp., New Britain, as director from Hartford County; Harry E. Norton, vice president, Mason Silk Co., Winsted, representing Litchfield County, and replacing E. M. Jack, president, Union Hardware Company, Torrington. S. W. Farnsworth, chairman of the board, The Torrington Manufacturing Company, Torrington, representing Litchfield County, succeeding Robert L. Noble, president, Dano Electric Company, Winsted; George L. Todd, vice president, The Bullard Company, Bridgeport, succeeding N. M. Marsilius, Jr., president, The Producto Machine Company, Bridgeport, as director from Fairfield County; and Carlyle F. Barnes, presi-

dent, Associated Spring Corporation, Bristol, director-at-large, after having served as a director since January 1953, filling the unexpired term of Harrison Fuller.

RALPH S. HOWE, president of New Britain Machine Co., New Britain, is a native of New York City. After receiving his higher education at Pawling School, Pawling, New York, and at Cornell University, where he received a degree in mechanical engineering, he began his career with the New York Shipbuilding Co. Subsequently he served Scoville Wellington as an industrial engineer, before becoming associated with the New Britain Machine Company in 1920.

Mr. Howe became treasurer of the company in December 1936, vice president and director in January and March 1937 respectively, executive vice president in March 1951, and president in March 1954.

He has served as a director of the Metalworking Equipment Division of the National Production Authority, assistant administrator to the Director of Mobilization in 1952, during the Korean War, and director, National

(Continued on page 50)



GEORGE L. TODD



CARLYLE F. BARNES



INSPIRATIONAL SPEAKER was Rev. Dr. William H. Alexander of Oklahoma City.



GENERAL MANAGER Paul Rhame, set forth conference objectives, extolled electric motor industry.



ROBERT T. COLLINS, ND general sales manager, was luncheon and dinner master of ceremonies.



OVERALL scene of panel discussion, one of four conducted during two-day New Departure Division-sponsored Electric Motor Ball Bearing Conference at the Statler Hotel in Hartford.

New Departure Holds Second Ball Bearing Conference

ARRANGED for the purpose of exchanging important engineering information, New Departure Division of General Motors Corporation conducted a highly successful Electric Motor Ball Bearing Conference November 2 and 3.

Attending the two-day conference were top management and engineering personnel from the field of electric motor manufacturers and the GM division. The conference program con-

sisted of four panel discussions, luncheons, a dinner and views of operations at New Departure's Bristol and Meriden plants.

Some 75 electric motor companies sent representatives to bring the overall conference attendance in excess of 200.

Paul W. Rhame, general manager of New Departure Division, said the conference accomplished many valuable

(Continued on page 37)



AMONG those seated at the head table during the conference dinner were Bristol's Mayor James P. Casey (left) and Norris W. Ford MAC executive vice president.

Traffic Management At The Stanley Works

By JAMES M. STUART, General Traffic Manager Stanley Works and Member
MAC's Traffic Committee

This article is presented by CI in the hope that an outline of the comprehensive services rendered by the traffic department of a large progressive company may serve as a guide to companies that have no formally organized traffic departments and to those thinking of expanding their traffic departments and increasing their efficiency.

SHIPPERS and receivers of freight in the United States spend billions of dollars annually for transportation. The Stanley Works alone spends several millions of dollars a year and only by constantly being on the alert is this amount kept as low as it is. In order to obtain full value for our transportation dollars, The Stanley Works buys its transportation wisely.

The railroads, trucking companies, freight forwarding companies and water lines have more than a dozen different price lists that they use as a basis for charging for transporting shipments. These price lists are based on a few simple but important factors, that is, value per pound of the article shipped, weight per cubic foot packed for shipment, and liability to damage. These lists are filed under the title of "Freight Classification" with the Interstate Commerce Commission in Washington, and the various Public Utilities Commissions in the different states. It is, therefore, very important to The Stanley Works that its items are classified correctly, according to the classification factors previously mentioned, so that the carriers will apply the correct price list to all shipments.

Many thousands of dollars a year are saved by determining, in advance of shipment, the cheapest and best way to ship each type of product. Considerable savings are realized by making pool carload or truckload shipments consisting of a number of less-than-carload or less-than-truckload shipments destined to the same city; split delivery shipments, that is, combining two or three large less-than-carload or less-than-truckload shipments for the same destination into a carload or truckload shipment; also stopping a carload or truckload in transit to complete loading at another plant or for



JAMES M. STUART

partial unloading at a point intermediate to the destination.

By loading and unloading freight cars and trucks promptly within the free time allowed by the carriers, demurrage charges are avoided. Where many freight cars and trucks are loaded and unloaded annually, demurrage charges could increase a company's transportation bill considerably.

The Stanley Works manufactures hardware, hand and electric tools, box strapping, strip steel, lacquer and plastisols and ships out thousands of tons of merchandise yearly. It also receives thousands of tons of inbound material. Besides its main plants in New Britain, it has plants located in Forestville, East Berlin, Wallingford, Chester, Plantsville and Rainbow, Connecticut; South Shaftsbury and Stockbridge, Vermont; Chattanooga and Pulaski, Tennessee; Philadelphia, Pennsylvania; Newark, New Jersey; Niles, Ohio and North Miami, Florida.

The company also operates three Canadian subsidiaries, a subsidiary in England and one in Germany.

All Stanley branch plants and warehouses are furnished with a rate and routing guide for their guidance in shipping and these guides are kept up-to-date. Inbound and outbound transportation bills are also checked to make sure there are no errors in the weights, rates, extensions or in the descriptions of the commodities shipped. This also serves as a check as to whether or not the shipments were made by the cheapest means of transportation consistent with good service.

When it is decided to warehouse stock in a new territory, the Traffic Department makes a study of the cheapest and best way to warehouse as warehousemen use various methods of charging, such as rates based on weight, cubical capacity, area, type or size of package and time.

In order to operate the Traffic Department efficiently, four Assistant Traffic Managers aid the Traffic Manager. Their functions are divided as follows:

One Assistant Traffic Manager handles all rate and classification matters. This includes all rate statements for all Stanley plants and divisions and correspondence pertaining to the classification of goods, rates, weights or extensions. It is also his duty to check the new tariffs and supplements received from the carriers and bring to the Traffic Managers' attention any changes of importance to the company. He is also responsible for ordering new supplements and tariffs when necessary and for their proper filing. In all there are some 3,000 tariffs in the files that must be kept up-to-date since Stanley uses some 300 separate carriers annually. He is also responsible for the checking of Interstate Commerce Commission and state Public Utilities Commissions' dockets, as well as dockets from rate bureaus and associations. He supervises the checking of all transportation bills for proper rates, weights and extensions and O.K.'s such bills for payment, han-

dling any overcharge claims, corrections on bills of lading and freight bills and refunds at carrier freight stations. The routing and combining of shipments to make truckloads or carloads, except regular pool cars is also the responsibility of this Assistant Traffic Manager.

Another Assistant Traffic Manager with a staff handles all personnel transportation, hotel reservations, refunds from carriers on unused transportation tickets and superintends the movement of employees' household effects. It is also this assistant's responsibility to supervise the filing of all claims since the home plant Traffic Department handles all claims for loss and/or damage for all Stanley plants and divisions. He also handles general correspondence for the department, various notices relative to embargoes, strikes and the like, mails the Over, Short and Damage Reports, traces and expedites shipments and arranges for insurance on our shipments when necessary. The handling of regular pool cars, including the routing, all car and tonnage records, daily, weekly, monthly and annual reports are also his responsibility.

A third Assistant Traffic Manager with a staff, is responsible for export and import traffic matters.

Another Assistant Traffic Manager, with a staff, supervises all private carrier operations and company cars.

To protect The Stanley Works' interest in any transportation matter, the Traffic Manager attends hearings before rate bureaus and committees, the Interstate Commerce Commission, and the Public Utilities Commissions when the occasion demands. The Traffic Manager, in the name of the Company, holds memberships in various traffic associations, and attends meetings where transportation problems of mutual interest are discussed and acted upon.

The Stanley Works' Traffic Dept. is not merely concerned with technical transportation detail. Its job is also one of coordination and cooperation with many other departments of the company. The many services rendered to various departments in the company, while indicated to some extent under the duties of the four Assistant Traffic Managers, are itemized under departments, in the belief that such detailed listing of services may be helpful to some other Connecticut companies that may be expanding its Traffic department or organizing one.

Sales Department

Quote freight rates and furnish rate statements for all our plants and divisions.

Provide expediting and tracing service.

Develop pool car possibilities.

Route via cheapest method.

Assist customers on claims and other problems.

Obtain rate and classification adjustments.

Make rail, airline and hotel reservations.

Arrange for moving of sales personnel.

Handle export forwarding matters.

Secure commodity rates to points where there is sufficient tonnage.

Advise Invoice Dept. regarding proper freight and truck rates so they can charge back differences where necessary.

Operate fleet of trucks to save on transportation charges and to render better service to customers.

Check into warehousing cost when requested to do so.

Prepare studies for an improved distribution system.

Supervise weight agreements with carriers.

Arrange ferry car service.

Provide rate information as to changes that would affect the distribution plan.

Purchasing Department

Furnish routes to be placed on purchase orders on special shipments. (Other shipments are to be routed "cheapest way.")

Advise on quantities to buy to protect the lowest charge when requested.

Quote competitive freight rates.

Secure lower freight rates on large movements of inbound material.

Expedite and trace urgently needed materials.

Arrange "charge backs" to suppliers who do not ship cheapest way.

Shipping Departments

Reissue carriers' tariffs in a simple plant tariff as a guide to shipping clerks.

Provide full classification descriptions for use in preparing bills of lading.

Establish best bill-of-lading form.

Obtain adequate car and truck supply.

Supervise consolidation and pooling of shipments for direct routing or stop-off in transit movement.

Straighten out discrepancies where cartons are marked wrong or forwarded in the wrong car or truck.

Straighten out errors made by railroads or trucking companies in the handling of shipments.

Route shipments.

Manufacturing Departments

Suggest improved methods of shipping materials.

Advise on package specifications.

Advise on materials-handling equipment.

Obtain adequate car and truck supply.

Expedite and trace raw materials to keep production lines operating continuously.

Haul materials intra-plant and inter-city where motor trucks are needed.

Engineering Departments

Make transportation studies on new plant and branch house locations.

Advise on sidetrack, lease and other agreements with carriers.

Advise on purchase of materials-handling and transportation equipment.

Receiving Departments

Handle loss and damage claims.

Expedite and trace urgently needed materials.

Supervise average demurrage agreement operations.

Arrange with carriers for inspection of inbound shipments reported damaged.

Insurance

Handle marine insurance on water shipments.

Discuss and advise on all insurance pertaining to any form of transportation.

Accounting Department

Audit all transportation bills as to proper classification of goods and correct rates and charges for all plants and divisions.

Audit transportation charges on invoices where there is any question regarding the allowance.

Collect transportation overcharge claims.

Advise on general transportation problems.

Arrange credit arrangements with carriers.

Legal Department

Advise on transportation legislation

(Continued on page 42)

Understanding A Man Who Can't Take Reasonable Supervision

By H. LEON YAGER, B.A., B.D., M.S.



H. LEON YAGER

Editor's Note: Mr. Yager, author of this article, holds degrees from DePauw University, Union Theological Seminary and Columbia University's New York School of Social Work. His experience includes work on the training staff of R. H. Macy & Co., Inc. of New York and work in the welfare field in various capacities and agencies. Since 1948 he has been Senior Mental Hygienist for the Connecticut Commission on Alcoholism at its Blue Hills Clinic in Hartford. More recently he has conducted courses in parent-child problems and in the human relations aspect of personnel development. The personnel development phase of Mr. Yager's work consists of a four session discussion course, with illustrative movies, for top management and supervisors. It is designed to focus attention on some of the undercurrents in human beings and inter-personal relations, especially those of supervisor and subordinate.

EVERY sizeable plant has one or more employees who can't take reasonable supervision.

This kind of person may be well up the line, well down the line, or midway. But he is always a problem.

He produces more dissatisfaction and dissension than goods or service. For he has a defiant attitude to his superior. This is insulting and infuriating to those over him since it undercuts their authority and mocks their dignity.

And he creates resentment in his equals. They resent that they have to comply and subordinate themselves while he doesn't. His getting away with defiant attitudes and poor cooperation angers them.

They at times feel they have a legitimate beef. They'd darn well like to act out their feelings on occasion. Unless a strike is on or imminent, they may feel blocked from expressing their emotion.

We have all had that experience of heat and upset—when we wish we had the power and the daring to really let go with our true feelings, holding nothing back.

But restrained by convention and schooled by society, we hold the fester

of feeling inside rather than make trouble. And held in, resentment builds up and builds up into a seething pressure of smothered rage.

Outwardly such employees may quietly conform. But their sullen looks betray tension and the head of emotional steam about to explode. Only the appearance of morale is there,—prick it with a pin and it crumples in complete collapse.

So the insubordination-minded employee stirs and activates the dormant resentments in those working around him.

To understand his defensiveness helps us in trying to deal with the rebel against supervision. An instance of the background origins of his spirit may be useful:

Mr. L. explains himself best in his own way and words. He said: "I have that complex: I am always on the de-

Editor's Note: If this brief psychiatric insight into one problem with its suggested solution receives sufficient favorable comment from C.I. readers, other articles dealing with different supervisory-subordinate problems will be sought from Mr. Yager.

fensive. It's there. I know it's there. I know I have it and I try to control it. I try to find out why. I try to think back to the basic point where it started from".

He went on, "My condition stems right back to my boyhood. I came up the hard way. Since I was a kid I was laughed at and abused.

"I was brought up in a tough neighborhood. I had the proper breeding though. My mother was a lady. She always was and always will be.

"It falls to my father. I think he has a lot to do with this complex of mine—more than the neighborhood.

"At twelve I was an apprentice with my father. If you didn't catch on like that (snapped fingers), he had no use for you.

"The day I left school he presented me with a pair of overalls. Others had a week off but he said I'd have to go to work right away. He said, 'I raised you for work and that's what I expect you to do'. I felt that he didn't want me but my work. That was in the back of my mind. Every thing he said or did, that was in the back of my mind".

(We can see what would be in the back of his mind with any supervisor or figure of authority.)

"All the time I was working for him, I was on the defensive. It made me surly. A funny thing is that he never laid a hand on me. He insulted me before people. He abused me more mentally than physically. The minute he yelled my name, I was ready wondering what was coming up. I was always on the defensive.

"As soon as I learned my trade I went out on my own.

(Continued on page 45)

Can Industry Break Its High-Skill Bottleneck?

By JAN VERSCHOOR, U. S. Resident Engineer

Raadgevend Bureau Ir. B. W. Berenschot, Amsterdam, Holland

Editor's Note: The author of this article, whose company is one of the largest management consulting firms in Europe, is a graduate chemical engineer, who has spent most of his life working with people. During the war in the British Army Engineers Corps in England and West Germany and after V.E. Day, he spent two years with the Netherlands Army Engineers in Indonesia. Since joining Raadgevend Bureau—Berenschot he has devoted his entire time in skill training making installations in Sweden and Australia and a few in the United States since coming here in 1955.

SEVERAL factors have combined to create a serious long-time shortage of skilled workmen for American industry. Principal among these has been the habit for the past twenty years of giving across-the-board wage increases, which has had the effect of narrowing the spread between the low skilled worker and the high skilled senior workman. This has had the effect of discouraging many potential young apprentices from training for high skilled trades. By itself, it has been a serious deterrent to the development of needed high skilled workmen, but it has been further complicated by several other factors. Chief among these are requirements of the armed services, which have had the effect of taking several years out of the young lives of many boys who would otherwise become apprentices. Also the low birth rate during the thirties has meant that there are fewer than the normal number of young men in their twenties today in proportion to the size of our population. Finally, a constant tendency to further mechanize American industry has increased the investment per worker. This has meant that for every group of "lever-pullers" who operate machines on a semi-skilled basis, it has become necessary to provide a larger background force of maintenance men, set-up men, inspectors and other higher skilled workmen who prepare the job for automatic production and keep it running.

Much talk is heard of automation and as the tendency increases in the next several years, it will mean that even more high skilled maintenance trouble shooters and set-up men will be



JAN VERSCHOOR

required.

Where will American industry get an adequate supply of such workmen who can use their heads as well as their hands? If, as in the past, these must be developed slowly in a haphazard manner by "experience," what, if anything, can be done to reduce the length of time and the costs involved?

Our firm was forced to face this situation during a national emergency in Holland immediately after World War II. We feel that our approach to this vital problem will be of interest.

As the largest firm of management consultants in Holland, we found ourselves sharing the practical problems of 100 industrial firms immediately following the Nazi occupation.

The situation was acute. Not only had Dutch industry to be re-tooled from war-time to peace-time produc-

tion, but the Nazis had taken with them many of our skilled workmen and had so shifted the operations of our industry during the occupation that many of our other workmen had lost much of their former skill. Other workmen had systematically trained themselves to turn out as little work as possible during the war-time period.

In order to help Dutch industry get going, it was necessary for us to help our clients find some quick yet effective way to re-establish this hard core of skilled workmanship around which all industries must be built. This meant finding a sound way to bring workmen up to full competence quickly—a challenge which sent us studying training methods throughout the world. It resulted in our developing a composite approach to skill training based on our experience as management engineers which combined analysis with good human relations and proven teaching methods. Here is how we approached the problem.

What Do We Mean By Experience?

In the minds of most hard-boiled production men, the concepts of competence and experience are almost interchangeable. When they describe to you what they mean by a competent workman, they almost invariably tell you that they want someone who has had experience. Further questioning develops the fact that they are convinced that many things come to a competent workman "only by experience." Yet that did not solve our problem because experience was not only long but intangible. We therefore had to probe deeply into these ideas of "competence" and "experience." We had to ask ourselves "Just what is competence made of?" "Just what happens to workmen during so-called experience which results in developing competence?"

We found that most workmen trained on the job, regardless of

whether or not there was some formal training in the early stages, were expected to pick up most of their higher skills and greatest values to the company by this vague experience. This meant working on the job, facing actual problems, learning by the mistakes that were made. It added up to learning by "trial and error" at company expense. Further analysis convinced us that this process of acquiring experience was to some extent unnecessarily costly because it expected workmen to deliver a substandard value over many months. It also assumed that certain costly mistakes would be made. Put in plain English these production men were saying to us: We have to let them work these things out for themselves because we are not prepared to reduce them into clear and teachable forms.

If we could somehow isolate these elements which were being learned by experience and reduce them to simple teachable elements, we could then incorporate most of them in the initial training period with the result that fewer mistakes would be made on the job and a higher value returned to the company during the first few months of employment.

What Constitutes Competence?

We found ourselves going further into the subject, and asking ourselves, what makes a competent workmen?

There are at least five principal elements involved:

1. An individual must have a certain capacity so he can become competent. He must be a person of normal adjustments and reasonable dexterity.
2. He must have certain manual skills. He must be able to use the tools involved on his job. He must be able to anticipate the reactions of these tools to various materials. He must have a basic knowledge of what to do and how to do it in order to perform all operations involved at the physical level. But we discovered that this was far from all that made the workman competent.
3. Mental skills, in addition to the manual skills, are a major element in competence so far as high skilled workers are concerned. Mental skills, we discovered, are not confined to theory, such as the use of shop mathematics, the reading of blueprints, etc., although these are low grade mental skills. What we found important were the mental skills of diagnosing troubles which

would enable a craftsman to find out what needs to be done to fix a situation and once the problem has been worked out, planning of work is a major mental skill which enables the competent workman to use his time and that of his helpers effectively. Finally, judgment, which enables the competent workman to choose the proper course of action which best fits the situation and best serves the company's objectives in terms of lost production time, costs, inconvenience to others, etc.

4. We found that competence involved even more than this. An important element was that of proper attitudes. For example, pride in craftsmanship is definitely a part of a good toolmaker, patternmaker, carpenter, bricklayer, or any high skilled worker. This attitude accounts for the way he goes about his work, and is an integral part of the value he delivers to the company. If his attitude is changed to one of carelessness or frustration, the quality and quantity of his work suffers directly and immediately.

5. Finally, the organization and facilities which back up the worker and which provide him with the physical environment in which he works contribute directly to, or detract directly from, competence of the workman, because he must work within the framework of facilities supplied to him by the company. If not carefully planned and realistically set up, they can cancel out a certain percentage of the workman's ability.

This analysis gave us a clear objective so that we could develop a program of Accelerated Training which would find out what constituted competence for a particular job in a particular plant and enable us to crystallize these factors, both physical and mental, into clear teachable elements.

Results Obtained

Once these elements were prepared so that they could be taught, it was logical to expect that much less of the development of competence would be left to trial and error methods on the job.

In over 300 installations during the past ten years, this has proven to be the case. High skilled crafts, which required from two to five years to acquire by informal methods on the job, have been taught effectively in less than half the former time.

For example, a foundry doing job

shop work required floor molders who could take a blue print and make the necessary set-up, up to the point where the hot metal was poured. This meant that the workman must be able to read the blueprint, use his judgement as to the type of cores and forms to be made, and prepare the necessary molds for pouring. In the past it has taken two years on the job to develop such "competent" molders. By applying Accelerated Training, a group of workmen, equal in skill so far as production was concerned and better so far as quality control, were developed in a period of eight months.

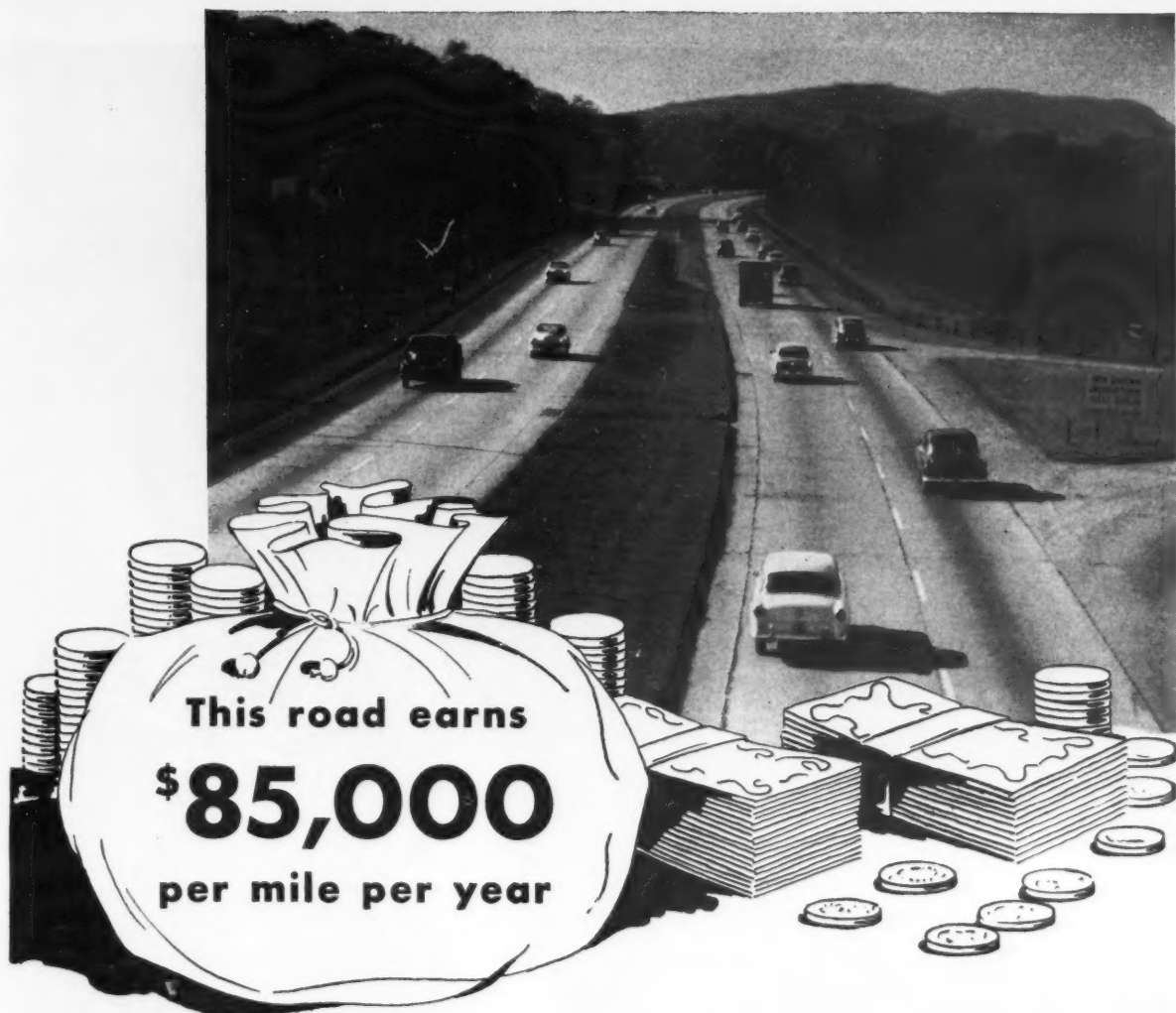
A Los Angeles newspaper, wishing to develop a third shift for its press room, was faced with union restrictions which required that only journeymen pressmen be used. Since not enough were available, the union gave the newspaper permission to develop pressmen who could get the paper out even though they would not be called journeymen. With the aid of Accelerated Training and using a few journeymen from the day shift as key men, an actual third shift operation was started within five weeks, and within four months from the inauguration of the program had turned out a crew which could successfully get out a paper on the third shift.

A large chemical company near Pittsburgh, whose maintenance costs were considered too high, employed Accelerated Training to re-train the present group of pipefitters so that they would make more effective use of their time.

In less than three months from the time the program was started, the group was producing 20 per cent more work than it had produced before, and when one of them, a union steward, was asked if this was a "speed-up," his answer was, "Speed-up hell. This is a slow-down. Now we don't have to work nearly as hard to turn out more for the company."

These are only three typical examples which show that the "experience barrier" like the "supersonic barrier" is capable of being pierced by proper engineering methods. Its implications for management in today's situation are important for it means that by proper preparation and analysis you can develop competent workmen to fill your specific needs in a much shorter time than has been accepted as standard practice in the past. During this shorter period of time it means that workmen are going to be more

(Continued on page 46)



A road earning money? Absolutely! Every road earns money in the form of gas taxes and license fees paid by drivers using it. The more vehicle miles of traffic a road handles the more money it earns.

The road pictured is U.S. 5 south of Hartford, Conn. It carries a daily average of 40,000 vehicles, many of them commercial. Here's how the earnings of this concrete road are computed:

Vehicles traveling this road per day	40,000
Times average vehicle tax per mile in Conn. \$.0058
Equals earnings per day per mile	\$232.00
Times number of days a year	365
Equals annual earnings per mile	\$84,680
Minus the annual cost to build and maintain such a road during its lifetime	\$10,000
Equals annual profit earned per mile	\$74,680

Similar analyses elsewhere show that concrete roads earn the most "profit." That's because they attract the most traffic and have the longest life.

For example, concrete carries the load on 92% of the pavement of the 25 most heavily traveled rural

road sections in America. And official studies reveal that concrete has at least twice the life expectancy of the next most commonly built pavement.

Concrete roads usually earn *more* than they cost to build and maintain. The "profit" pays for additional miles of new highways. In contrast, other commonly built pavements have such a relatively short life and require such frequent and expensive maintenance that they earn *less* than they cost to build and maintain. Thus they drain an increasing amount from available funds for maintenance, leaving a decreasing amount for building critically needed new mileage.

Highway users expect engineers and public officials to invest their money in roads paying the best dividends. That means paving all main roads with concrete, the self-supporting, profit-making pavement.

For more information about designing and constructing low-annual-cost, high-earning-capacity concrete highways, write today for free literature, which is distributed only in the United States and Canada.

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P R E S E N T I N G

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BY

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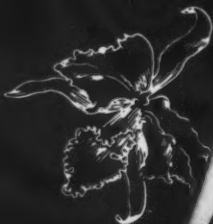
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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE WALLACE BARNES DIVISION of Associated Spring Corporation, Bristol, has recently named Joseph Riley, Jr., as its community relations director. Mr. Riley has been serving as the plant's recreation director for the past several years, and will continue in that capacity.

A prominent figure in industrial recreation circles, he also serves as superintendent of parks for the city of Bristol.

★ ★ ★

THE ACME SHEAR CO., Bridgeport, has recently announced the development of a unique new pair of pliers with scissor handles. They are designed to protect fingers, make pulling easier and are generally easier to handle than ordinary pliers.

The Scissor-Grip Pliers are said to be particularly useful on assembly operations where small parts can be picked up and held in position with only one hand, leaving the other hand free.



SCISSOR-GRIP PLIERS—a new development of The Acme Shear Company, Bridgeport.

Tests by "do-it-yourselfers" and factory workers have demonstrated that the new pliers are as powerful as regular pliers and far easier to use.

THE COVER



THIS MONTH'S cover photo shows Mrs. Margaret Rudkin as she checks her bread in the cooling room at the Pepperidge Farm bakery.

CHARLES N. HAMMARLUND, JR., has been added to the staff of the Connecticut Development Commission as an industrial agent, it has been announced by Sidney A. Edwards, managing director.

A native of Providence, Rhode Island, Mr. Hammarlund attended Syracuse University and has been associated with the U. S. Dept. of Agriculture since 1945.

In his new assignment Mr. Hammarlund will work with development groups in Middlesex County, coordinating local activities with the statewide operations of the Commission. On a broader scale, he will also serve as the Commission's liaison with railroad and utility companies in the acquisition and compilation of complete data on industrial sites throughout the state.

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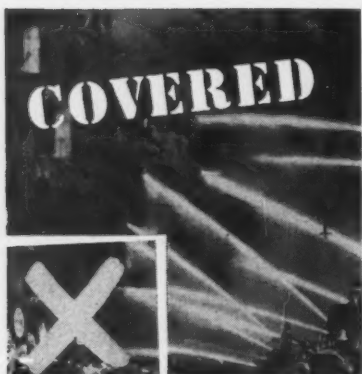
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In record time, Barney's equipped and furnished a 23,000 square foot building for the Pratt and Whitney Division of United Aircraft. The building, which provides the facilities for the graduate school established in Hartford as a joint effort between United Aircraft and Rensselaer Polytechnic Institute, had to be ready for occupancy in unusually short order, and once again Barney's did the "impossible."

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GEORGE G. HANEL, manager, advertising and publicity department, The Connecticut Light and Power Company and a member of the committee responsible for the booklet, "There's a Career for You in Connecticut Industry," looks on as Ann F. Lord, editor, "Spotlight," CL&P employee publication, studies a copy with E. J. Davidson of M. H. Davidson Company, printers, New Haven.

THE FOUR MAJOR electric utilities of Connecticut, The Connecticut Light and Power Company, The Connecticut Power Company, The Hartford Electric Light Company and The United Illuminating Company, have again joined in sponsoring the publication of the booklet "There's a Career for You in Connecticut Industry." This booklet points out to high school students the many job opportunities available for them in Connecticut industry.

The 26 chapters outline the duties and job prospects in as many industrial fields. The author of each chapter is someone connected with a Connecticut plant, who can speak on the job requirements and future opportunities in his field from his own personal experience.

The booklet is being distributed for the second straight year to all public high schools in the area, and to all private and parochial secondary schools desiring copies.

★ ★ ★

A NEW, improved version of the Milford Atom-Lube Mist Cooling and Lubricating System, providing more accurate control of mist and operating area, has been announced by The Henry G. Thompson & Son Company, New Haven, manufacturers of Milford Hack and Saw and Band Saw Blades.

The new version incorporates a new 1/8" nozzle, which supplements the standard 1/4" type, and is expected to improve performance and operations requiring a light to moderate mist lubricant over a small or confined area.

With the new small nozzle Atom-Lube, the advantages of mist cooling can be applied to many operations where excessive mist or lubricant would be a problem.

★ ★ ★

THE ELECTION of Roy C. Wilcox of Meriden as a member of the Board of Directors of Underwood Corporation, has been announced. Mr. Wilcox, executive vice president of the International Silver Company, is also a director of the Aetna Life Insurance Company of Hartford, and the Connecticut Bank and Trust Company in Hartford and Meriden.

★ ★ ★

A PUBLICATION of The Kalart Company, Plainville, manufacturers of home movie editing equipment, entitled "Editing for Better Movies" contains clearly written and simply expressed thoughts on the technique of film editing. The book's author, Leo J. Heffernan, is a talented amateur movie maker whose feature length film "Hail, British Columbia" won the Hiram Percy Maxim Award.

He offers easy to follow suggestions on how to take the rough footage returned by the processor and ready it for showings to the family and friends.

"Editing for Better Movies, in a 50¢ edition, covers information on scene construction, sequencing, humor and other aspects of editing practice. It is well illustrated and includes a brief section at the end which describes the various tools essential for editing man-

ufactured by The Kalart Company. Copies of the book may be obtained from the company.

★ ★ ★

IN LINE with a program geared to provide maximum efficiency in service and shipping economies, Connecticut Chemical Research Corporation, Bridgeport, has recently announced major expansion plans. The company is one of America's leading contract producers of aerosols.

A. O. Samuels, president and founder of the corporation, made known the scheduling of new manufacturing facilities on the West Coast and the projected addition of three foreign plants within the next twelve months.

Mr. Samuels, one of the pioneers of the aerosol industry, will assume direct supervision of the Contract Packaging Division, serving many of the world's largest cosmetics, toiletry and drug firms.

★ ★ ★

PLANS for a major expansion of the Hamilton Standard division of United Aircraft Corporation at Windsor Locks were announced recently by Erle Martin, general manager. The new addition will be financed by the company in keeping with United's policy of building and owning its own facilities.

The expansion will include an addition of 210,000 square feet of manufacturing space in the form of a new one-story structure to be built on company property just south of the present plant. At the same time, construction of a third flood on the present two-story office building will give the company an additional 40,000 square feet of office space.

The need for more space comes chiefly from Hamilton Standard's increasing activity in production of specialized products for turbine-engined aircraft, Mr. Martin said. About one-third of the company's present manufacturing space is now devoted to non-propeller products. The new products include air-conditioning systems, starters, fuel controls, hydraulic pumps, and valves for a wide variety of jet aircraft.

★ ★ ★

SPECIFIC PLANS for emergency flood protection have been issued by the Army Engineers. Letters containing the details were mailed to Governor Ribicoff and top officials of eight Connecticut towns seriously affected by last year's floods.

★ MEET Clankin' Hank!



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In general, the plans call for the clearing of channel trouble spots along the Mad, Still, Naugatuck and Quinebaug Rivers.

The letters, signed by Brig. Gen. Robert J. Fleming, Jr., New England Division Engineer, stated that he has ordered the particular area engineer concerned to start work as soon as the following qualifications are met:

"Real estate must be provided by local interests without charge to the Federal Government.

"The town must furnish satisfactory assurances of all real estate rights, including land, easements, and rights-of-way required at all localities wherein work is to be performed . . .

"In addition, satisfactory assurances to save and hold the Government, its officers and agents harmless from any and all claims in connection with this work should be furnished by the local government."

★ ★ ★

NEW ENGLAND will be among the first areas to benefit from the harnessing of atomic power for everyday uses, a high official of Combustion Engineering, Inc., said recently. The company is planning a research center in the Hartford area. It will develop and produce small nuclear power plants, first for Navy vessels and in the future to manufacture power for homes, factories and farms, according to Broderick Haskell, vice chairman of the firm.

The company expects to be established in its new facilities by early 1957, with its engineering group of about 200 persons. The company has been in the atomic energy field since 1947, building the huge "vessels" for atomic reactors at Chattanooga, Tennessee. In the new Connecticut plant it will make the fuel elements, a process which will require the highest of metal-working skills.

★ ★ ★

FRANK M. REINHOLD, purchasing agent of The Connecticut Light and Power Company, was elected a vice president at a recent meeting of the Board of Directors of the company.

Mr. Reinhold's lengthy utility career began in 1923 when he joined CL&P's engineering department at Waterbury. He became chief clerk three years later and in 1927 he was named general storekeeper. He was appointed assistant purchasing agent for the company in 1933 and was advanced to purchasing agent in 1946.

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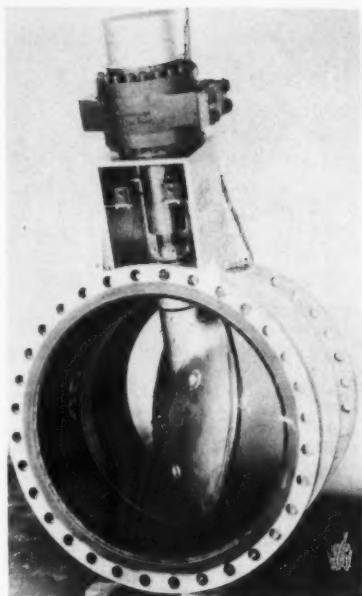
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THE NEW Butterfly Valve, a development of W. S. Rockwell Company, Fairfield.

A **STRESS-SEAL** type of Butterfly Valve is the result of many years of research by the engineering firm of W. S. Rockwell Co. of Fairfield. Designed to close tight against high pressure gasses at temperatures up to 1800° F., it features a blade smaller than the body with tight closure effected by means of a special alloy stress band which is expanded against the blade by high pressure inert gas.

★ ★ ★

"SUPERVISORY MANAGEMENT", a new monthly magazine for foremen and supervisors in business and industry, has recently been launched by the American Management Association, national management educational organization.

Each issue will contain 60 to 70 pages of articles designed to improve supervisory efficiency. In addition to contributions from A.M.A. staff members and outside specialists, the magazine will publish appropriate material drawn from the association's meetings.

Although the association has been publishing material for executives for thirty-two years, *Supervisory Management* is its first periodical directed to the supervisor. Individual and company bulk subscriptions are available both to members and non-members of A.M.A. Additional information may be obtained by writing C. W. McDowell, director, Supervisory Development Services, American Management

Association, 1515 Broadway, New York 36.

★ ★ ★

CONNECTICUT'S first industrial sponsored art show was held recently in Bridgeport. The three-week exhibit of 35 topflight American paintings was arranged by employees of Underwood Corporation and Bridgeport civic leaders.

The paintings, mostly oil, were done by living American artists. In selecting the various works, great stress was laid on the vitality of contemporary American art and artists rather than on the startling quality of any individual work.

H. L. Wilson, assistant to the works manager at Underwood's Bridgeport plant, was general chairman of the exhibition committee. The committee functioned with the aid of the American Federation of Art.

The paintings, worth over \$28,000 in the aggregate, were viewed by over 2,500 people in 20 days. Lectures on contemporary art were conducted twice weekly by noted artists, authors and sculptures.

★ ★ ★

THE 35th anniversary of the metered mail system originated by Pitney-Bowes, Inc., Stamford, was celebrated recently in Vonderlieth Hall at the

IT WORKS for CONNECTICUT INDUSTRY



Patent Applied For

Another
ACCOMPLISHMENT BY LEEDS with many units now working for Connecticut Industry. A curved belt conveyor made in many combinations of width, degree and with or without straight runs.

The Leeds Conveyor Manufacturing Co.
PROPERLY APPLIED CONVEYORS
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HOBART 7-2574

COLONIAL

Industrial Ventilating and
Dust Collecting Equipment



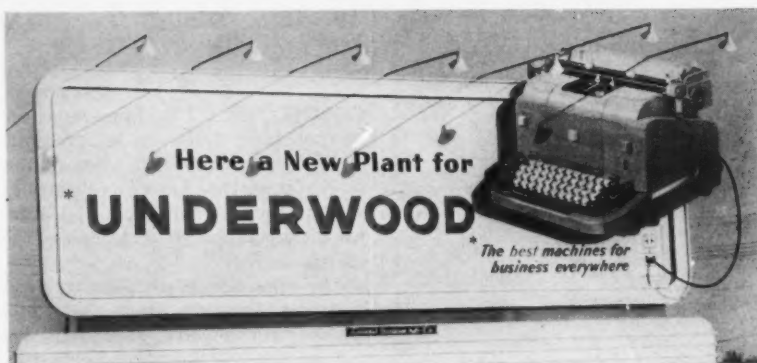
We specialize in the design, manufacture and installation of complete dust collecting, ventilating, fume removal and conveying systems for industry.

*Our engineering staff
is at your service.*

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**THE
COLONIAL BLOWER CO.**

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Plainville, Conn.
Phone Sherwood 7-2753



ON THE SITE of its proposed new factory at Brainard Field in Hartford, the Underwood Corporation has unveiled a large sign, fully visible from the heavily traveled Wilbur Cross Parkway. The sign measures 52' by 28' and features a cut-out of an Underwood typewriter, thereby giving it a three-dimensional aspect. The plant, which will be completed about the middle of 1957, will serve as the core of a \$50,000,000 industrial park.

annual banquet of the Oval Club, honor society of men and women who have been employed by the company 10 or more years.

Singled out for special recognition were eight men still actively employed who joined the company prior to the date, 35 years ago, when Stamford Post Office officials "set" the original Pitney-Bowes postage meter that dispatched the world's first metered mail.

On display at the banquet was a production model of the first postage meter, from which the metered mail system has grown to a world-wide service and now accounts for nearly half of all United States postage revenue. A "museum" piece, the original meter is a part of the postal and philatelic archives at the Smithsonian Institution in Washington, D. C.

TRAVELLING . . . Send your product in economical, safe, sales creating shipping containers. Call
JACK WITTSTEIN
Box 1348, 56 Church Street
MAin 4-5121, New Haven 5, Conn.

A MAJOR NEW LINE of pin-tumbler, heavy-duty, key-in-the-knob-type cylindrical locks, designed for the heavy construction market, is now being produced for national distribution by The Yale & Towne Manufacturing Company, it has been announced by Leo J. Pantas, vice president in charge of the Yale Lock and Hardware Division.

To be marketed as the Yale 5400 series, the new locks have been developed for use in office buildings, apartment houses, hotels, stores, schools, hospitals, theaters, restaurants, factories, and other buildings where locking devices are subjected to heavy usage.

★ ★ ★

CASH AWARDS amounting to \$1,080 and pins were recently presented to 22 employees of the Seamless Rubber Co., New Haven. They were honored for service totaling 325 years.

Charles E. Rush received an award for the longest service of the honored group, having worked for the company for 35 years. He is a calendar operator in the Plaster Department.

★ ★ ★

PHILIP H. SAGARIN has resigned his position of vice president in charge of manufacturing at Bruner-Ritter, Inc., Bridgeport. Mr. Sagarin, who is president and director of Valve Corporation of America, also of Bridgeport, will devote his full energies to the valve company, which he said is one of the largest suppliers of valves for the aerosol industry.

KENNETH H. SIMMONS has been appointed to the newly created position of advertising manager of the William L. Barrett Company of Bristol, it has been announced by Richard C. Barrett, president. Mr. Simmons will also handle public relations for the firm.

Prior to joining the company he was on the staff of the Waterbury Republican and an editorial writer for the Bristol Press.

★ ★ ★

A COLORFUL FOLDER describing molds for plastics and die casting dies has been issued by The Parker Stamp Works, Inc., of Hartford.

An outstanding feature of the brochure is a graphic description of actual case histories of routine and seemingly impossible molds for plastics which have been designed and built by Parker. Photographs afford visual evidence of the company's ability to offer injection, compression, plunger, and transfer molds, and a complete engineering service for every plastic molding need.

The folder also highlights Parker's ability to design, develop and fabricate die casting dies for innumerable industrial applications.

★ ★ ★

FREDERICK C. SHEPPARD, of Portsmouth, New Hampshire, was elected treasurer of The Bristol Brass Corporation recently, to succeed Carl A. Gustafson, who retired on December 31 after serving in the post for 14 years. Mr. Gustafson will continue as a member of the board of directors.

Mr. Sheppard has been assistant to the president and controller of The Submarine Cable Division of Simplex Wire & Cable Company of Cambridge, Mass. Previously he had been assistant general manager and controller of Ben-Mont Papers, Inc. of Bennington, Vermont.

A graduate of Bently School of Accounting and Finance in Boston, Mr. Sheppard is a member of the Controllers Institute of the American Management Association and of the Board of Directors of the National Association of Cost Accountants.

★ ★ ★

THE RETIREMENT of Arthur E. North as secretary and treasurer of The Bullard Company, Bridgeport, has been announced by E. C. Bullard, president and general manager of the company.

At the same time Mr. Bullard announced that Francis L. Dabney will

succeed Mr. North as secretary and treasurer, being elevated from the post of assistant secretary and assistant treasurer, which he has held since November 1953, when he joined the company.

Mr. North joined the Bullard Company in 1917 as controller.

Mr. Dabney received his education at the Harvard Engineering and Business schools and graduated cum laude

in mechanical engineering and business administration. He is a member of the Controllers' Institute, American Management Association.

★ ★ ★

THE APPOINTMENT of Thomas Linder, Jr. to the position of manufacturing manager of Chandler-Evans, West Hartford, has been announced by Sidney A. Stewart, Chandler-Evans

A Tradition of QUALITY

For nearly eighty years, the name IVES has been synonymous with the finest quality builders' hardware. In these long, eventful years, Ives design and craftsmanship have cast the shadow of their influence on the standards of the entire hardware industry. Today, thousands of American homes—built in the traditional or contemporary vein—are given "... the EXTRA Quality Touch ..." which is the hallmark of—



THE H. B. IVES CO.
New Haven, Conn.



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ENGINEERING CO.**

Engineering & Chemical
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Industrial Waste Disposal

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**AUTOMATIC DRILLING & TAPPING
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"SUPER-SPACERS"

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General Contract Machine Work

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WOODEN
BOXES** *for Safe,
Sure Delivery*

- All standard styles
- Specialists in hard-to-package items
- Free consulting and design service



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The Champlin Box Co.

"Boxed in Wood - Boxed for Good"
45 Bartholomew Ave., Hartford 6, Conn.

manager and vice president of Pratt & Whitney Company, Inc.

A native of West Hartford, Mr. Linder attended Kingswood School before graduating from Westminster and, in 1932, from Harvard University. He is a member of the Society of Automotive Engineers and of the Harvard Club of Connecticut.

★ ★ ★

MERRILL A. HAYDEN has been appointed general manager of Waterbury Tool, Division of Vickers, Inc., Waterbury. He has been assistant general manager since 1953.

Mr. Hayden will succeed Warren E. Rouse who has retired after 29 years of service with the firm. Mr. Rouse will continue to serve in a consulting capacity.



MERRILL A. HAYDEN

Mr. Hayden was graduated from the School of Engineering of the University of Detroit in 1935, and took a position with the engineering department of Vickers, Inc., Detroit, parent organization of Waterbury Tool. He was transferred to the sales department in 1937. In 1941 he was appointed district sales manager for the Vickers Cincinnati office, and in 1943 became regional sales manager for the Cincinnati and Atlanta offices. From 1947 to 1950 he was assistant sales manager for Vickers, and in the latter year came to Waterbury Tool Division as general sales manager.

★ ★ ★

MARK J. LACEY, president of The Peck, Stow & Wilcox Company, Southington, was elected president of the American Hardware Manufacturers' Association at the group's convention held recently at Atlantic City.

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also in stock: THE COMPLETE LODGING LINE OF
STANDARDIZED JIG and FIXTURE COMPONENTS

The Peck, Stow & Wilcox Company, established in 1785, is one of the oldest active manufacturers of sheet metal working machinery and tools.

★ ★ ★

THE ATRAX COMPANY, Newington, manufacturers of solid tungsten carbide tools have recently launched an extensive expansion program. A general enlargement of all production facilities is currently under way and 2,000 square feet of additional plant area is now under construction.

The company is also increasing its special service facilities, designing and building custom made machinery for the production of solid tungsten carbide burs, reamers, drills and other carbide tools.

★ ★ ★

WITH THE PURCHASE of the business of the press division of The Watson-Stillman Company division of H. K. Porter Company, Inc., of Roselle, New Jersey, Farrel-Birmingham Company, Inc., Ansonia, has acquired the patterns and drawings of this company's long-established line of press equipment. The purchase included engineering and sales divisions, patents, drawings, jigs and fixtures for all Watson-Stillman presses, but did not include any portion of the plant at Roselle.

Like The Watson-Stillman Company, Farrel-Birmingham has been engaged in the manufacture of heavy machinery for the past century. Watson-Stillman has supplied presses to the automotive, electrical manufacturing, general metalworking, rubber and plastics and other industries.

★ ★ ★

CLIFFORD A. BROOKS has been named advertising manager for the Pratt & Whitney Company, Inc., according to an announcement by A. H. d'Arcambal, president. He succeeds Vas L. Howe, who has resigned.

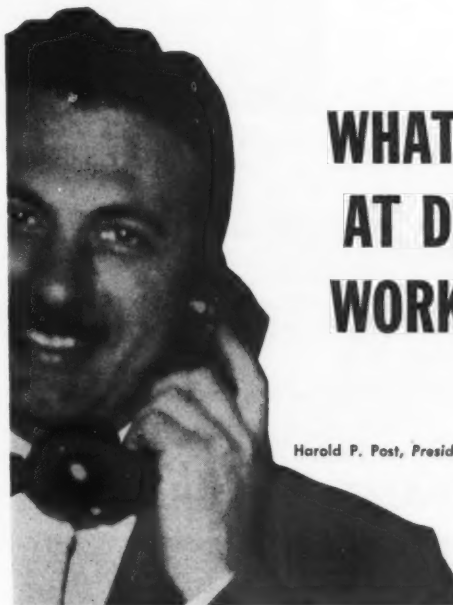
Mr. Brooks has been an employee of the company since he first attended its apprentice training course in 1940. After serving for three years as a Lieutenant in the Chemical Corps of the Army from 1943 to 1946, he returned to the company to complete the course and later became a sales demonstrator for machine tools. He joined its advertising department in 1949.

★ ★ ★

PHILIP R. MARSILIUS, vice presi-

dent of The Product Machine Company, Bridgeport, was elected second vice president of the National Tool & Die Manufacturers Association at its annual convention held in Detroit recently. Mr. Marsilius has served for the past three years as treasurer of the association which represents more than 1,000 of the nation's leading contract tool, die and special machine shops.

ROLOCK INCORPORATED, Fairfield, has announced the publication of an entirely new catalog, No. G-10, covering in one reference book both heat and corrosion resistant fabricated alloy products of the company. With more than 200 illustrations and accompanying descriptions, this is said to be the most comprehensive manual to be published in these fields.



Harold P. Post, President

WHAT'S NEW AT DISPLAY WORKSHOP?

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Of special interest are many unique designs and patented constructions exemplifying advanced technique in welded fabrication of Inconel and other specialized alloys. Illustrations also include a number of massive and complex fabrications in muffles, furnace linings, retorts and tanks representing advances in design engineering and performance.

★ ★ ★

A NEW UNIQUE, patented "explosion-proof" camp stove will shortly make its bid for the American "out-door" market, when Vulcan Radiator Company, Hartford, introduces its new line of "Safety-Chef" camp stoves at the National Sporting Goods Show, to be held in Chicago from February 5th to 9th.

The new stove, which boasts no tank, pump, generator, valves, jets or wick, requires no priming or pre-heating, and cannot explode. It burns a solid patented fuel that will not melt, run, or spill, and produces a blue-white



THE NEW VULCAN 3-in-one "Safety Chef" camp stove showing the DeLuxe model fully closed on the left, with a view of the stove plus two enclosure halves on the right.

odorless carbon-free flame that is hotter than alcohol, kerosene or regular gasoline.

The combustion chamber, which is made of stainless steel, and the fuel,

were originally developed for the U. S. Navy Bureau of Aeronautics for use in portable sea water distillers during World War II, and were adopted as standard emergency life raft equipment for overseas aircraft and ships.

★ ★ ★

LEE S. JOHNSON, a veteran of 26 years in United Aircraft's Pratt & Whitney Aircraft division where he has served in a wide variety of production, administrative and executive positions, has been appointed senior assistant general manager of the company's Sikorsky Aircraft division by the board of directors.

H. M. Horner, president of United Aircraft, said the decision to promote Mr. Johnson was made to give the constantly expanding helicopter organization the benefit of Mr. Johnson's broad experience in aircraft production.

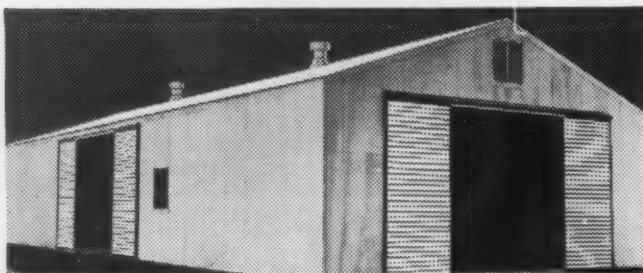
He was educated at the Salisbury School and at Yale University, where he was graduated in 1926. He joined Pratt & Whitney Aircraft Company in 1929 as an assembler in the production department. He subsequently worked as stock chaser, dispatcher, and estimator in manufacturing before he was named assistant to the factory manager of Pratt & Whitney Aircraft in October 1941. In 1944 he was named executive assistant to the general manager of Pratt & Whitney Aircraft.

★ ★ ★

FOR THE SIXTH TIME in seven years, Pitney-Bowes, Inc., Stamford, has been awarded a bronze "Oscar of

Wise investment for industry and commerce

THE STRAN-STEEL® RIGID-FRAME 40' BUILDING



COMPARE THESE ADVANTAGES:

- Permanent, all-steel construction.
- Quick and easy to erect.
- Low cost per square foot.
- Can be insulated or lined easily and economically by nailing to

the Stran-Steel Nailable Framing members.

- Standard steel sliding and walk-in doors, steel sash, louvers, ventilators and other accessories available with building package.

SPECIFICATIONS—40 ft. x 40 ft. with additional lengths in sections of 20 ft. Covered with 26-gauge galvanized steel sheets. Wall height, 14 ft. 6 in. Stran-Steel Buildings are products of Great Lakes Steel Corporation, a unit of National Steel Corporation.



STRAN-STEEL BUILDINGS ARE PRODUCTS OF THE GREAT LAKES STEEL CORPORATION,
A UNIT OF NATIONAL STEEL CORPORATION

Industry" for producing the best annual report in the office equipment field.

One of the country's principal public relations awards, the trophy received by Pitney-Bowes was presented to Harold Camp, the company's vice president for finance at an awards banquet sponsored by *Financial World*.

★ ★ ★

AFTER 123 YEARS, the name of The Eagle Lock Company, Terryville, has been formally changed to The Eagle Lock & Screw Company. According to officers of the company, it was felt that the new name more clearly defines the company's products and gives recognition to the ever-increasing volume of fastener production at Eagle.

At the same time, J. F. Gudeman, chairman of the board, announced that more than one million dollars has been spent for new tooling and equipment which will increase Eagle's capacity in both lock and fastener production.

An announcement has also been made of the promotion of John Regan, general sales manager, to the position of vice president in charge of sales, and Vincent H. Szamier works manager, to vice president in charge of manufacturing.

★ ★ ★

WALTER E. FROELICH has been elected a vice president of Associated Spring Corporation and placed in charge of all sales, research and development activities of the corporation. G. Theodore Zahnke has been appointed general manager of the corporation's three Bristol divisions, succeeding Mr. Froehlich. Announcement of the appointments came from Carlyle F. Barnes, president.

Arthur J. LeVasseur has been promoted to purchasing agent for the three Bristol divisions of Associated Spring Corporation, succeeding Mr. Zahnke. John M. Reilly, previously a buyer in the purchasing department, has been promoted to assistant purchasing agent, succeeding Mr. LeVasseur.

Mr. Froehlich, in his newly-created position, will direct and coordinate all of the company's sales and marketing, product development and technical research operations. A graduate of Tufts College, he joined the Wallace Barnes Company in 1935, serving through the years as night superintendent.

Sales Sick ?

Perhaps all the doctoring they need is some
sound — enthusiastic — imaginative
advertising and sales promotion counsel . . .

PRACTICAL IDEAS

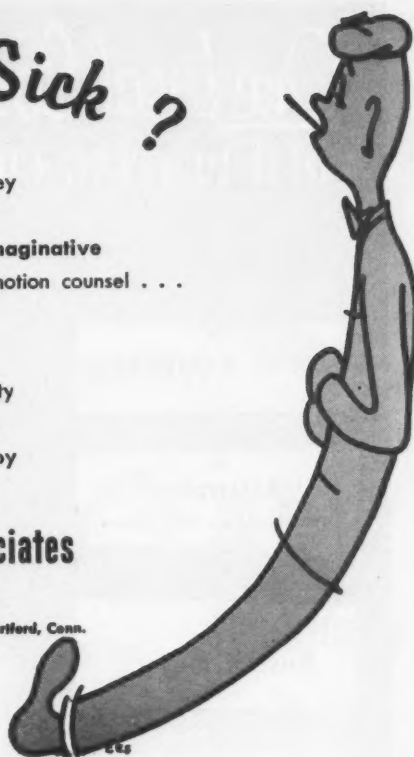
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Rust Removers

Metal Cleaners

**RUST PROOFING
COMPOUNDS**

**ALL PLATING
CHEMICALS**



Enthone of New Haven . . . besides being your prime local source for metal finishing chemicals . . . is internationally famous for the development of specialty products for metal finishing. Some of these are ENSTRIPS . . . Patented Products for Selective Dissolving of Metals.

For example, ENSTRIP A—U.S. Patent No. 2,649,361 was the first product offered the metal working market for dissolving nickel plate from steel without attacking the basis metal. And there are other selective strippers in the ENSTRIPS group to meet any requirement.

If you're faced with any metal finishing problem, consult your ENTHONE finishing specialist, *First*.



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CONNECTICUT

ent, assistant factory manager and factory manager. In 1953 he was named general manager for the three Bristol divisions, and elected a director of the corporation.

Mr. Zahnke joined Wallace Barnes Company in 1918 as a stenographer in the order department. In 1922 he became cashier and in 1927 credit manager, holding this position until being promoted to purchasing agent in September 1939.

Mr. LeVasseur joined the Dunbar Bros. division in 1935. He served as foreman of the division's war-time 20-mm. ammunition link department, and in 1943 was named assistant plant manager for the division. Since October 1947 he has been assistant purchasing agent for the three Bristol divisions of the corporation.

Mr. Reilly joined the corporation's Wallace Barnes division in 1950 and three years later was transferred to the purchasing department as a buyer.

★ ★ ★

ARTHUR F. HAURY, president of the Harloc Products Corporation, New Haven, has announced the purchase of the former Hall Organ Company plant in West Haven to provide additional capacity for Harloc's output of builders' hardware.

The New Haven concern will abandon its present location. Mr. Haury said the West Haven plant will be reconverted for full hardware production.

★ ★ ★

THE LYCOMING DIVISION of the Avco Manufacturing Corporation, Stratford, has released information in connection with the development of a new 825 horsepower gas turbine engine designed for use in both helicopters and conventional aircraft.

A company spokesman said the new engine design won out over seven other aircraft manufacturers in a contest sponsored by the Bell Aircraft corporation. Bell is building the utility helicopter into which it will be installed.

Lycoming's new engine, developed by Dr. Anselm Franz, vice president in charge of turbine engineering, uses the principle of a free-power turbine, operating like the engine of a turbo-prop plane in which jet gases spin the turbine and this in turn drives a propeller or a helicopter rotor.

★ ★ ★

A HALF-CENTURY of outstanding

service in the employ of one of the country's largest manufacturers of thread products was recognized recently at a dinner in honor of Charles W. Hill of the American Thread. Those attending the dinner at the Willimantic Country Club included representatives of Willimantic city and town government, civic organizations, Mr. Hill's associates from the Willimantic mills and officers from the firm's New York headquarters.

Mr. Hill began his career at the Willimantic mills in 1905 as an office clerk. During the years he progressed through the ranks in a number of positions of responsibility in production management. He is presently chief of production planning for the mill at Willimantic and the company's seven other production locations at Milo, Maine; Sevier and Troutman, North Carolina; Clover, South Carolina; Dalton, Newnan and Tallapoosa, Georgia.

On behalf of the American Thread Company, P. S. Howe, Jr., president, presented a suitably engraved sterling silver serving tray to Mr. Hill, who also received a Seth Thomas legacy clock from his Willimantic mill associates.

★ ★ ★

C. E. BACHMAN, vice president of the precision products division of the New Britain Machine Company, has announced the appointment of Nathaniel S. Howe, manager of research and development, to the position of factory manager of that division.

Mr. Howe, who served three years with the Army Air Force in the Pacific area, was graduated from Yale in 1946. He immediately started work with the New Britain Machine Company as an administrative trainee. He later served as a machine operator, foreman, assistant department head,

production manager, and in recent years manager of development and research.

★ ★ ★

THE ELECTION of Robert T. Reynolds as secretary of the Wm. H. Lockwood Sons, Inc., Hartford, as been announced by President Dwight G. Phelps.

Mr. Reynolds has been associated with Lockwood, manufacturers of electrotypes and printing plates, for one year as Connecticut sales representative. Previously he was account executive for a Connecticut advertising agency.

★ ★ ★

PRICE DRUMMOND, formerly manager of the machinery engineering department of Pratt & Whitney Co., Inc., West Hartford, has been appointed director of research and development of the Holo-Krome Screw Corp., Elmwood.

William C. Stauble, president of Holo-Krome, said Mr. Drummond will work with Ernest Hollman, chief engineer, in the development of Holo-Krome's expansion program and research work.

★ ★ ★

THOMAS W. WITHERSPOON has been named director of sales at The Patent Button Company, Waterbury, according to an announcement made by D. S. Hart, president and general manager. Mr. Witherspoon was formerly with the Duplan Corporation, of New York City.

Mr. Witherspoon is a graduate of Trinity University, Waxahachie, Texas. Prior to joining the Duplan Corporation in 1947, he was with duPont Company in the chemical development field and in sales.

Protective Coating...



another reason for

CLARK

Superiority

When the disastrous flood hit Connecticut last Fall, several Clark customers here learned first-hand the value of this exclusive Clark process. Writing about a company-customer's experience, one distributor reported:

"C. A. Lindell Co. had four feet of water in their bolt department and found that after the water had receded they could pick out the Clark Bros. bolts by the minimum amount of rust . . . while competitors were more heavily rusted. We think this is a justification to your rust proofing."

Very truly yours,
THE PAGE, STEELE & FLAGG CO.
F. H. Page, Jr.

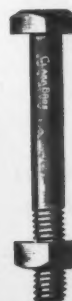
Rust resistance . . . another example of the "extras" which are standard with Clark . . . another reason Connecticut industry relies on Clark, the on-the-scene supplier.

Write for full information on the extensive Clark line of nuts, bolts, screws, rivets, and other industrial fasteners.

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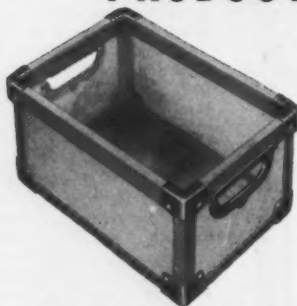
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STAMPINGS

for the **FINISHED
PRODUCT**



SEE SESSIONS... for Metal
Specialties, Box & Case Hard-
ware, Stamped Assemblies in
a wide range of finishes.



297 RIVERSIDE AVENUE • BRISTOL, CONN.

A NEW ADDITION to the 188-year old manufacturing plant of C. H. Dexter and Sons, Inc., of Windsor Locks, was dedicated recently to the president of that concern, by his two sons, Dexter D., Jr. and David L.

The dedication marked the completion of an expansion program. The firm manufactures high grade long-fiber specialty papers, and is best known for the manufacture of tea bag papers.

Mr. Coffin's two sons presented their father with a plaque signifying that the new addition will be known as the "Dexter D. Coffin Addition." The dedication was attended by local and state civic and industrial leaders.

★ ★ ★

ALFRED V. BODINE, president and treasurer of the Bodine Corporation, Bridgeport, was elected second vice president and a director of the National Machine Tool Builders' Association recently at its 54th annual meeting in New York City.

Elected president was Louis Polk, chairman and president of the Sheffield Corp., of Dayton, Ohio.

★ ★ ★

THE STANLEY WORKS has acquired all assets of the Denison Corp. of North Miami, Florida, and will operate the firm as a new subsidiary.

John S. Black, Jr., secretary of The Stanley Works, said that E. L. Denison, president of the Florida concern will continue with the new company as vice president and general manager. The firm, which makes aluminum window awnings and aluminum jalousie win-

dows and doors, will be known as the Stanley Building Specialties Co.

Success From An Old Recipe

(Continued from page 7)

It was not long before the growing bakery overflowed from the garage into an adjacent building that had once been a stable. Makeshift equipment gave way to new ovens and additional help was hired.

From the stable the business moved to a building on Armory Hill in Norwalk, and in 1947 moved into its own new modern building on Connecticut Avenue in Norwalk. In a few short years this home-kitchen bakery had become a big business.

At the present time in the East, a mill at Sudbury, Mass. is grinding whole wheat for Pepperidge Farm. This mill is run by water power using old-time grooved buhrstones for the grinding. When Pepperidge Farm built its plant at Downers Grove, Ill., a flour mill was built in, using the same principles as the old-time mills and grinding with buhrstones. Some 20,000 people visit these mills annually and see for themselves one phase of the painstaking effort that goes into making old-fashioned bread.

The hand kneading of the bread dough is done by local housewives who are employed for this work—preferably women with no experience in bread making since Mrs. Rudkin likes to teach the kneaders to do it her way. After kneading, each loaf is placed in an individual pan and slow-baked. When baked, it is cooled and wrapped.

Visitors are encouraged to come to see this process in all the Pepperidge plants. At Norwalk, visitors are welcome from 10 a.m. to 4 p.m. every day including Sunday—except Saturday when the plant is closed.

The company still uses Mrs. Rudkin's original recipe for whole wheat bread. It includes fresh whole milk, 93-score butter, pure unsulphured molasses, and dark, sweet honey as well as stone-ground whole wheat.

Mrs. Rudkin had not been in business long before she added an old-fashioned white loaf to meet the demand for white bread. For this bread she uses slow-aged, unbleached white flour. This means the white flour has no chemical treatment to whiten it and must have at least six weeks of aging before it makes good bread.

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This summer Pepperidge Farm began making another old-fashioned loaf of bread: Corn & Molasses Bread. This product was launched in the New England coastal area where once it was a commonplace. Mrs. Rudkin's recipe is based firmly on New England cooking tradition and includes stone-ground corn meal, unsulphured molasses, and unbleached white flour. All three loaves are hand kneaded.

Pepperidge Farm now makes other products also, including fully-baked Dinner Rolls, Brown-and-Serve Party Rolls, Brown-and-Serve French Rolls, Brown-and-Serve Salt Sticks, Brown-and-Serve Cinnamon Buns, Brown-and-Serve Club Rolls, Rye Slices, and Herb-Seasoned-Stuffing.

Pepperidge products are distributed by independent, franchised distributors who work in close cooperation with the company's sales force. Many of these distributors got an early start and work lucrative areas today.

Many of the employees at Pepperidge also have grown with the company. For example, one of the men who sifted flour in the old days is now a national sales manager; a woman who helped with the baking operation is now plant manager at the main plant in Norwalk; another woman, who once kneaded bread, is now personnel manager; the man who drove Mrs. Rudkin's first delivery truck now watches over the Pepperidge Farm fleet of trailer trucks; the woman who came into help set up a bookkeeping system is now assistant comptroller—and so it goes.

Recently, in New York City, the Women's International Exhibition of the Women's National Institute bestowed on Mrs. Rudkin their "Award to Industry" for 1955, citing, among other things, the job opportunities she has provided for women, and the loyalty she has shown her employees, both men and women.

Employee programs and benefits at Pepperidge Farm have developed along the same generous lines. Group insurance is provided for every employee without cost to himself, including a liberal policy with accident, surgical, and death benefits, paid for by the company.

After a year with the company, employees receive a week's vacation with pay; after two years, two weeks' vacation; after ten years, three weeks.

Anniversaries of service with the company are honored with gift checks, starting with a check for two days' pay on the first year's anniversary. Each

year the gift check gets larger, with a week's pay the third year; two weeks' pay the fifth year; three weeks' pay the seventh year, and a gift check for four weeks' pay the tenth year.

A ceremony still insisted upon by Mrs. Rudkin is the presentation of cakes on the fifth anniversary. Each September, all employees marking their fifth year with the company, receive a beautifully decorated cake in addition to their gift check. The colorful display of these cakes is an impressive event.

Plant employees derive a comfortable

sense of freedom under the company plan by which they are allowed twelve "unexcused absences" each year. Under this arrangement, the employee may stay away from work twelve times a year, without pay, but without explanation being necessary.

In discussing her employees, Mrs. Rudkin pointed out an additional reason for high morale at Pepperidge Farm.

"We believe now as we did when we started that we are producing the best bread that can be made."

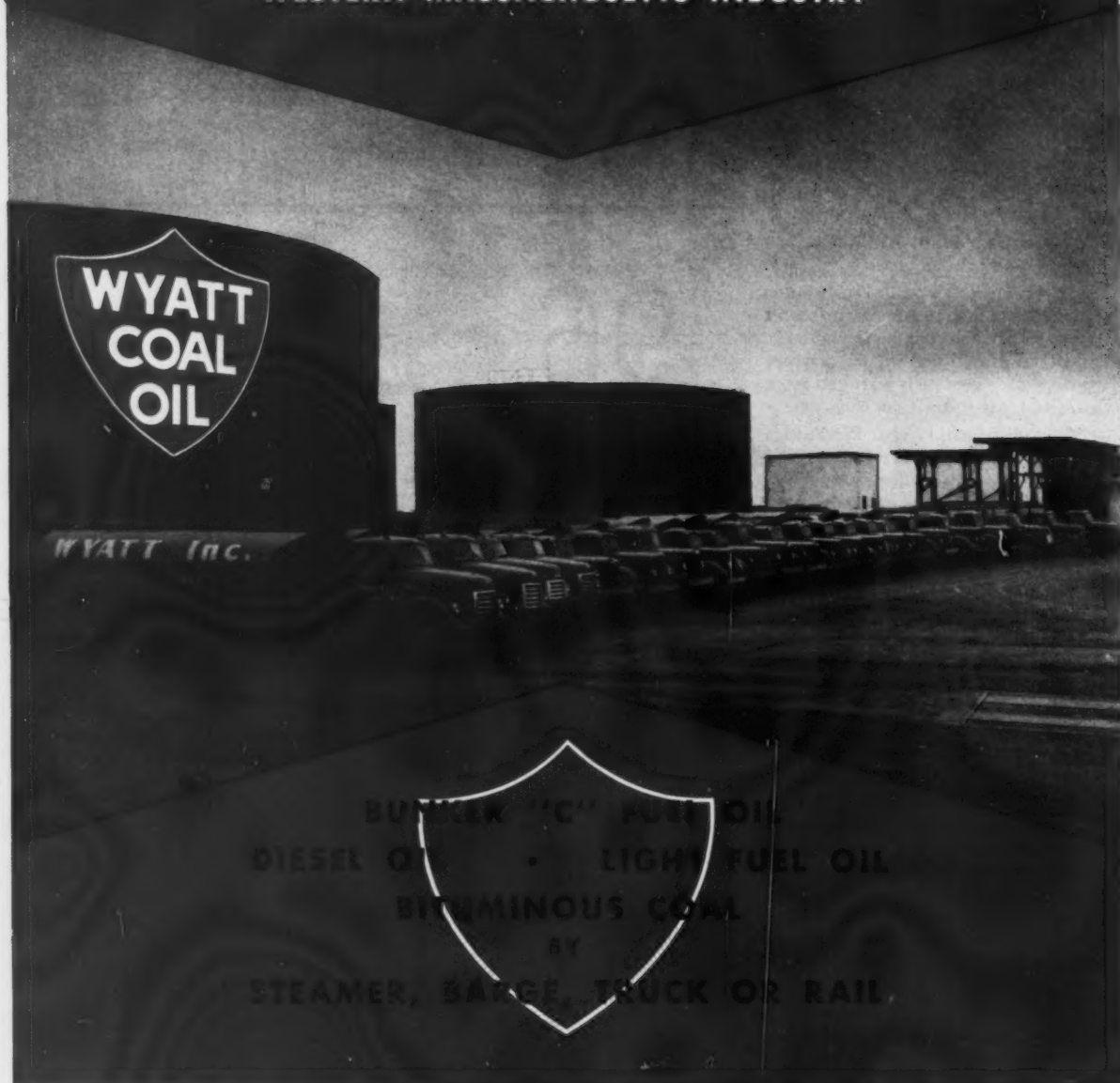
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INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM

Secretary

Registration with SBA

MANUFACTURERS falling under the "small business" classification (companies employing less than 500 persons) have been urged recently to register their productive facilities with the SBA office in their territory. Wendell B. Barnes, Administrator of the Small Business Administration, states that by "having facilities information on individual plants available at our field offices it is possible to notify small manufacturers of Government contract or sub-contract opportunities promptly since our procurement representatives stationed at major procurement centers work closely with our field personnel."

Mr. Barnes also added that "such information on productive facilities would be invaluable in case of an emergency when full utilization of plant capacity is of vital importance to the national welfare."

Companies in Connecticut desiring to register their productive facilities should write to the Small Business Administration office at 70 Arch Street, Hartford, requesting SBA Form No. 166, which must be filled in and returned within 30 days.

Hoover Report Needs Strong Citizen Backing

Although the Hoover Commission went out of existence officially June 30, 1955, it pointed out in its final report to the nation possible annual savings of around \$5 billion and an opportunity to recover and return to the Treasury another \$10 billion from the liquidation of inappropriate investments, unnecessary liabilities and the realization of surplus property assets. Realization of these \$15 billion in savings would mean a net saving of \$300 for each of the nation's 50 million families.

At present the responsibility for action on the Report is now divided be-

tween the Congress and the Administration, since nearly 200 bills have been introduced in Congress to implement the recommendations in the report. Of the 350 recommendations, 145 are administrative, or within the authority of the government departments and agencies to adopt if they wish, while others may be adopted through Presidential plans. Already President Eisenhower has instructed the Director of the Budget to establish a mechanism for reviewing and acting upon recommendations that do not require specific legislation. To date over 40 identifiable administrative recommendations have been adopted by the various departments, notably the Defense Department, which has already acted to close some 50 establishments, such as bakeries and laundries considered to be in competition with private enterprise.

In the last analysis the Hoover Report, like all such documents, will be only as effective as the citizens of the country demand. Because of the well-organized citizen demand, 196 of

the 272 recommendations made by the first Hoover Commission (1947-1949), or 72% of them, were made effective in whole or in part. The first Hoover Commission was concerned primarily with changing the structure of the Federal Government whereas the second Hoover Commission had a much broader Congressional mandate to make basic policy changes.

If we, as citizens, are to profit by the savings recommendations of the second Hoover Commission it will be necessary for us to give active encouragement to our Congressmen and the Administration in order that they may be able to withstand the strong pressures which are exerted upon them by many groups who oppose any real reorganization or economies in government.

An example of how the opposition works was demonstrated recently at Springfield, Massachusetts, where hearings were held by a sub-committee of Congress (called the Jones Committee because it was headed by Rep. Robert E. Jones of Alabama) for the advertised purpose of learning the views of New Englanders on the recommendations of the second Hoover Report in the field of natural resources. The Jones Committee appeared minus its only Republican member and one of its three Democratic members, but supplemented by Representative Bolland of Springfield, a strong advocate of public power projects. Almost from the beginning of the hearings, it was apparent that the members of the Committee, who had presumably come to New England to get the unbiased views

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Charles H. Walters, *President*

of New England people concerning the Hoover Report proposals, were actually hostile to the recommendations of that report. That hostility was amply demonstrated by the critical questioning of representatives from MAC, Connecticut Chamber of Commerce, Connecticut River Watershed Council and the Connecticut Public Expenditure Council—all of whom favored the Hoover Report recommendations. In contrast, the Committee members listened attentively to representatives of CIO groups, representatives of cooperative power groups, to four professors from New England colleges and a representative of Americans for Democratic Action—all of whom advocated the production of public power in connection with flood-control dams which the Hoover Report condemns. Congressman Boland throughout the hearings contended that the closer our national policy came to following the Hoover Report recommendations, the further we would be from any effective system of flood control in the nation.

We may well ask the question, "was it by coincidence or design that the Jones Committee held these hearings in New England after two of the area's most destructive floods? Was it in the hope of turning our desire for flood relief to good account in the promotion of its own desires to champion public power in an area that has previously "turned a deaf ear" on such federal government projects?

If similar tactics are followed by the Committee in other areas of the country where hearings are being held, then it is clearly apparent that friends of the Hoover Report will need to defend its recommendations vigorously after the Jones Committee reports to Congress in January. Judging from the Springfield performance it may be expected that the final Jones Committee report will contend that the adoption of the Hoover Report recommendations will deprive the people of New England of needed flood control projects, of needed electric power and protection against excessive rates for power

—all the usual arguments of the crusading advocates for federally owned and operated power projects.

★ ★ ★

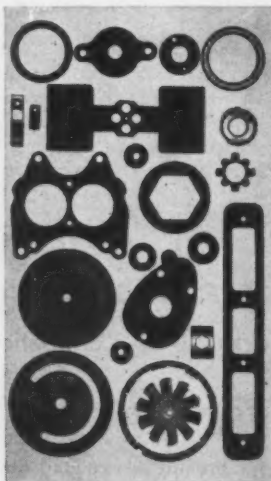
More Jobs in the Making For 1956

Connecticut had an oversupply of bad news in 1955, but good news was sounded in the third quarter that will mean more jobs in 1956 and after. This development is indicated by new plants projected as well as expansion of existing plants. Some of the new plants include: Hartford Research Facilities, \$30 million atomic research development near Middletown—will employ 3,000 workers; American Radiator and Standard Sanitary Corporation, plumbing fixtures and heating equipment—\$8 million plant, Windsor—500 workers; Combustion Engineering, Inc., atomic reactors—\$10 million plant, Windsor; Jones and Laughlin Steel Corporation, cold rolled steel mill, Willimantic.

Plant expansions scheduled include: Fafnir Bearing, \$1.5 million branch, Newington; Pratt and Whitney Aircraft, double floor space in North Haven, a \$10 million expansion; International Silver Company, \$4 million addition in Meriden; Bullard Company, Bridgeport, machine tools—\$6 million building under construction; Northeastern Steel, Bridgeport—\$2 million steel bar mill; Underwood Corporation—\$60 million industrial park planned at present Hartford airport; Machlett Laboratories, electronics, Stamford, announced plans for constructing new building to double plant space; United Illuminating Company, power plant addition, Bridgeport—\$8 million; Pitney-Bowes Company, factory addition, Stamford, \$2 million; New Haven Produce Market, New Haven, \$2 million; Bridgeport Thermostat Division, Milford, \$2 million; U. S. Electrical Motors, addition, Milford, \$500,000.

Important, too, are the launching of new enterprises and the millions that will be spent for flood reconstruction and for shopping centers, motels, housing, schools and smaller expansion programs by a substantial number of the so-called "little fellows" in industry. During the past year 278 new manufacturing firms started operations in Connecticut, 18 out-of-state factories moved into the state, 9 out-of-state firms opened branches and 28 Connecticut manufacturing firms opened new branches in Connecticut.

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Added up, these growth signs will amount to thousands more jobs and higher payrolls which will stimulate retail and wholesale trade, services, the professions and bring benefits to just about every type of business, including higher tax income so badly needed by practically every community in the state.

New Departure Holds Second Ball Bearing Conference

(Continued from page 11)

goals since it enabled men from the electric motor field and those from New Departure to arrive at a better mutual understanding of technical problems of interest to the group.

Speaking at the conference dinner, Reverend Dr. William H. Alexander of Oklahoma City delivered an inspiring message on the subject "The Positive Approach". Injecting a number of humorous remarks in his informative and interesting address, the minister appealed to his audience for an all-out effort in the crusade to inspire America's youth to become responsible, respected citizens in years to come.

Opening-day luncheon speaker was Captain Edward J. Fahy. Taking as his topic "Sonar—Key to Undersea Warfare", Captain Fahy gave an interesting report on the Navy's anti-submarine program. He is commanding officer and director of the U. S. Navy Underwater Sound Laboratory at New London, a post in which he directs the activity of more than 700 highly technicians.

During the morning of the second day, conference participants were shown modern manufacturing operations at New Departure's plant in Meriden, the plant of the GM division



ONE WHO had much to do with the successful conference program was Frederick J. Garbarino, chief engineer for New Departure. Here he is shown discussing the conference theme at the outset of activities.

producing a good share of New Departure's ball bearings for electric motor applications. The group also visited the firm's Bristol plant where its engineering laboratory facilities were shown and described.

The November conference was the second such function sponsored by New Departure last year. In February engineers and other executives from the machine tool industry joined with New Departure engineering people to discuss ball bearing requirements for various machine tools. That event was also conducted at the Statler.



PRODUCT and equipment exhibits were numerous and attractively arranged.

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TRANSPORTATION

By EDWARD M. MAMULSKI

Traffic Manager

A New Piggyback Service

THE New Haven Railroad will be the first New England Railroad to offer trailer on flat car service in interline movement. On December 21, 1955, this service will be offered from the Boston and Providence areas to Akron, Chicago, Cleveland, Detroit, Fort Wayne, St. Louis, and Youngstown, Ohio. In addition to the New Haven the following railroads will participate in this service: Erie, Lackawanna, Lehigh Valley, Lehigh and Hudson, New York, Ontario and Western, Nickel Plate and Wabash Railroads.

The New Haven Railroad will assign 125 of its latest type piggyback equipment and will lease 60 to 70 trailers for use in connection with this service. This equipment will be hauled on regular symbol trains of the respective carriers. At some future date, should it develop that regular trains cannot handle the volume of trailers offered, extra sections or special piggyback trains will be added to their schedules.

Under this plan the railroads will move the trailer's to the shipper's place of business. After the trailer is loaded by the shipper, the railroad will haul the trailer to the railroad's terminal where it will be loaded aboard the flat car. At destination the reverse procedure will take place.

The railroads will offer second morning delivery at Cleveland, Detroit and Youngstown, Ohio. If the trailers are ready at noon at the originating terminal, second morning delivery will be made at Chicago, and third morning delivery at St. Louis.

Heretofore, the New Haven has primarily limited its piggy-back service to the hauling of trailers of motor common carriers between Boston and New York City.

New Haven Tariff No. 12, I.C.C. F-4383 contains the rates and charges as well as the regulations covering

this service. The rates published in this tariff are identical with the rates charged by motor common carriers operating between the same points. Freight classified under class 40 will be subject to a 23,000 pound minimum weight, while freight classified class 40 or higher will be subject to a 20,000 pound minimum weight. The free time for loading or unloading a trailer will be limited to 1½ to 2 hours. Trailers detained beyond the free time will be assessed additional charges as provided for in the tariff.

Under this plan, the railroads will be in a better competitive position with motor common carriers to serve business establishments who do not have private side tracks.

Motor Carrier Rate Increase

The standing rate committee of the Central States Motor Freight Bureau recently recommended a 5% general rate increase in central territory. The bureau plans to cancel the old class rate tariffs and issue new ones. In connection with the new class rate tariff they plan to publish a new rate basing point tariff similar to the National Rate Base Tariff now being used by the rail carriers. The new class tariff will be governed by the National Motor Freight Classification No. A-2, M.F.-I.C.C. No. 6.

In general, the new class rates will be based on the rail 28300 scale of rates. In their new tariff, the motor carriers will depart from the rail 28300 scale of rates in certain instances, as for example, mileages across the lake, or via Canada, will not be used by the motor carriers.

When the bureau's exceptions tariff is amended, it will only apply on truck-load shipments.

Increases in labor costs as well as other operating costs are the reasons offered by the bureau in justification of the 5% general rate increase.



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PUBLIC RELATIONS

BY A. F. KACYNSKI

Selling Aids For Automation

A NEW selling aid for public relations men, industrial editors and management, whose job it is to spread understanding of our enterprise economy, has been created as a result of a recent special survey of some 1,574 metalworking industries made by the American Machinist, a McGraw-Hill publication.

That survey, which sought to discover the effects of "Automation" on

job opportunities, showed that there had been a net increase in total employment among the more than 26 percent of the companies that have automatic loading, transfer or assembly machinery in operation. Of greater significance, however, was the response by 40 percent of these companies that they required more skilled maintenance men and by 21 percent that they had increased their engineering staffs.

Yet automation is viewed in some quarters as though it were a potential destroyer of job opportunities.

Instead of being a destroyer of job opportunities, automation is a destroyer of drudgery, of heavy labor and a creator of more and better jobs paying higher wages and salaries. Unfortunately only the minority of employees and others in the industrial public relations man's audience seem to understand and appreciate that it is only through the introduction of better methods and more automatic tools that the real income of the American people has advanced on an average of 2 percent a year for the past hundred years. It is ironical indeed that these improved tools that have increased production and salaries over the years should be looked upon as enemies rather than benefactors.

One may ask: "How can I, a public relations man or industrial editor in Maintown, Connecticut, do anything about that?" Cumulatively, public relations people, editors and management *can* help shape understanding of automation.

The American worker must be shown the wisdom of Thomas Alva Edison's words—"The stomach is the only part of man which can be fully satisfied. The yearning of men's brains for new knowledge and experience and for pleasanter and more comfortable surroundings can never be completely satisfied."

He must feel that the future is a door standing ajar. Holding open that door to a better tomorrow is automation. The worker must be helped to face what is to come with hope, not with fear. Automation should be described as the key to creation, not a blunt instrument of destruction and the worker should be assured that his talents and skill will continue to merit reward in the still better days of the world to come.

For the expanding economy of America, the sky is the limit. The worker must have confidence in America's capacity to grow. Guided by electronics, powered by atomic energy, geared to the effortless workings of automation can only take him toward a better world. All man has to do is stay smarter than a machine. Going along just for the ride is not enough. Employees in the plants and their neighbors around them must feel the thrill of the ride and welcome without fear the expanding opportunities now ahead of them.



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HOW WOULD YOU DECIDE?

In this department each month there will be published labor relations grievances that were settled by arbitration. Read the grievances and check your opinion against the arbitrators ruling. Selection of cases made by MAC counsel.

Can an employer, as a condition of reemployment, require an employee to sign a Workmen's Compensation waiver for a defect suffered in an off-the-job injury?

Here's What Happened.

The employee had accumulated about 15 years seniority with the company when he fainted, fell to the floor and was hospitalized. For the purposes of the arbitration, it was agreed that the injury was outside the coverage of the Workmen's Compensation Act. About a month and a half after the injury the employee was examined by the company doctor and certified as fit for light work. The company then asked him to sign a waiver under the Connecticut Workmen's Compensation Act for any future injury attributable in a material degree to the specific physical defect resulting from the off-the-job injury. At the urging of the union he refused to sign the waiver, claiming it was a violation of the seniority clause to refuse to rehire him unless he signed. The company maintained it had the right to require such a waiver under the management clause of the contract and proved by undisputed testimony that it had a policy or practice of requiring waivers in such cases since before the time the union became the bargaining agent. In fact, the employee involved had twice before signed such waivers under similar circumstances. Furthermore, the company had a notice posted on the bulletin board in the Medical Department for about two years and at the time of the incident in question, specifically stating such waivers would be required.

Could the company require the employee to sign a waiver under those conditions or would it amount to a discharge in violation of his seniority rights?

The arbitrator agreed that the effect of the company's action was a discharge

but decided it was proper under the circumstances. The complete and conclusive proof of past practice and employee acquiescence in that practice convinced the arbitrator of the justice of the company's position. The claim of the union that it had not "agreed" or "acquiesced" in the company's practice was offset by the fact of the posting of the notice in the Medical Department and the further fact that the union had not raised the question in collective bargaining subsequent to the posting of the notice.

May an employer in slack periods institute a share-the-work program or must he lay off junior employees and afford senior employees a full work week?

Here's what happened.

When a cut back was necessary due to lack of orders the company discussed with the union several proposals for rotating employees or reducing the work day but the union would not agree to any change. The contract called for an 8 hour day and a 40 hour week to be worked Monday through Friday. When no agreement seemed to be possible the company unilaterally established a revolving Monday and Friday lay off and later went on a 4-day week, Monday through Thursday. Eventually a 5-day week was resumed. The union claimed that under such conditions employees should have been laid off in compliance with the seniority provision of the contract. The company contended that this temporary schedule was not a lay off but rather a sharing of available work, entirely within its rights under the management clause, and further justified by production needs.

Could the company establish such a share-the-work program without union consent?

The arbitration board decided there was no basis in the agreement for the

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institution of a share-the-work plan. On the contrary, the seniority provisions of the agreement required that in slack periods junior employees should be laid off. Consequently, the company was required to pay all those whose seniority would have entitled them to a 5-day week for the earnings lost by the share-the-work plan.

Can a union steward be discharged under a no strike clause

for promoting a concerted failure to report for scheduled Saturday work when the contract provides that the acceptance of overtime work is not compulsory?

Here's What Happened.

In accordance with long standing custom when Saturday overtime work was needed, the company posted a notice on Thursday stating the Melting Division would work on Saturday, and

indicating the starting and stopping time of three full shifts. This contemplated 66 bargaining unit employees reporting for work. The union steward involved spoke to a foreman on Friday about rumors that the men might not come in on Saturday and disavowed any responsibility. However, he did tell those employees who asked him, that overtime work was not compulsory and he himself did not show up for work. 61 out of the 66 stayed out. He claimed his failure to work Saturday was because he had a "big head". He did telephone to the plant Saturday morning and checked the operations of his department, apparently to find out how effective the work stoppage was. The union contended the employees were justified in individually failing to report because of the contract clause that "acceptance of overtime will not be compulsory". Therefore, according to the union reasoning, there was no violation of the "no strike" clause and no justification for disciplining the steward.

Was the discharge justified?

The arbitrator felt that the clause stating that "overtime will not be compulsory" could not be interpreted in such a way as to give the right to all employees in a group to act in concert in refusing to work overtime, even though an individual employee had such right. The union theory would give the group a sort of group veto on scheduling overtime and render meaningless all the overtime provisions of the contract such as equally dividing overtime, etc. The steward had somewhat greater responsibility than the others and his encouragement or promotion of the stoppage justified his discharge.

Traffic Management at the Stanley Works

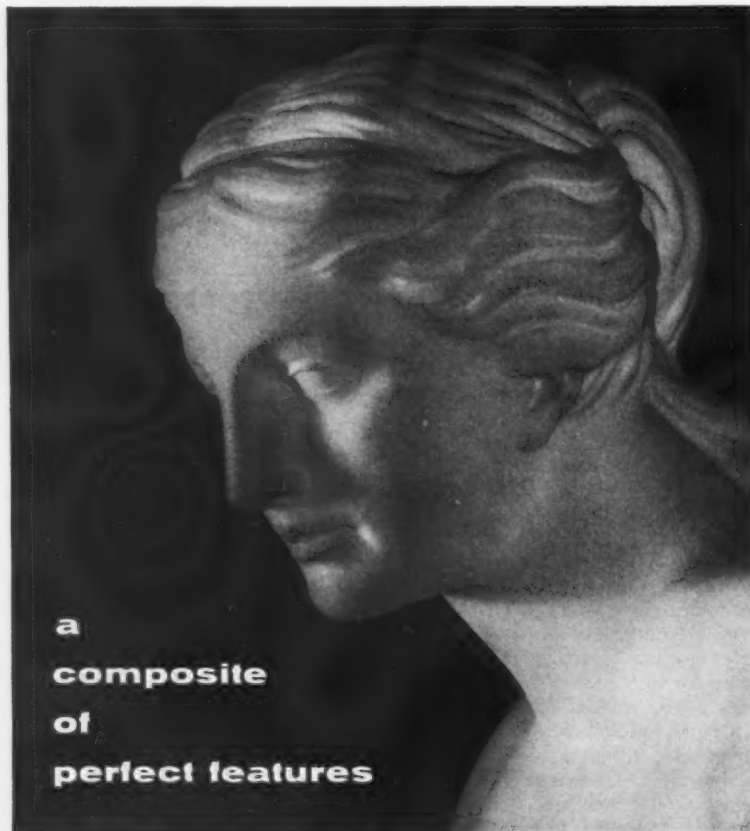
(Continued from page 13)

as to its possible effect on company policy and procedure.

Cooperate and assist in legal cases regarding claims or other transportation matters.

Prepare transportation data and handling rate cases before the Public Utilities Commission and the Interstate Commerce Commission and carrier associations.

Assist in the handling of contracts and leases between the railroads and the company.



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SPOTLIGHT ON THE FUTURE*

By CHESTER F. OGDEN
Manager of Purchases
Detroit Edison Company
Detroit, Michigan

General Business Conditions

A continuation of the vigorous pace in general business activity is again reflected in the December reports of Purchasing Executives. There were 40% saying production was better than in November and 54% reporting their situation unchanged. Only 6% see conditions to be worse. The tempo of new orders slowed fractionally—with 16% reporting reductions, compared with 14% in November; an increase was reported by 35%, and the remaining 49% showed the flow of new business to be the same.

A greater number report prices higher this month, than a month ago, with fewer reporting prices the same or lower. The inventory picture is essentially unchanged. Employment continues at record levels and would be better if it were not for strikes.

In answer to a special look-ahead question, 76% of those who responded believe business will continue at present levels through the second quarter of 1956. Of the others, 17% look for even better conditions, while only 7% think the situation will be less favorable. Because of political uncertainties, apprehension about a continuance of the high automobile production, and an unwillingness to go too far into the realm of economic prediction, the majority of those reporting preferred to withhold comment on the second half of next year.

Commodity Prices

That the price plateau reported last month may not now be quite so level, is revealed by 57% who reported prices up—4% more than in November. There were 40% who say prices are the same—down 2% from last month,

Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Manager of Purchases, The Detroit Edison Company, Detroit, Michigan.

while a scant 3% report prices as being lower.

The general tone of the reports indicates an awareness of several areas in which price increases may be expected in the near term, prominent among these being steel.

Inventories

There was a slight decrease from 30% to 28% for those who reported inventories up from November, pointing up shorter supply and continuing good demand for products. The 57% reporting inventories the same reflected normalcy and good balance, commented these committee members. Lower inventories were the same as last month, 15% again reporting less stock on hand.

Employment

Aside from the usual seasonal fall-off in the construction industry, employment remains high; shortages of skilled labor and good clerical help continue to plague some areas. How-

ever, 25% still report employment as greater than last month. Many of the 70% who report employment as the same are encouraged by its continued high level. The 5% who see employment as down generally reflect local situations, with strikes having a measurable effect.

Buying Policy

The general industrial purchasing policy is obviously selective, with commitments being extended where necessary to protect delivery. On production materials, there were 50% reporting coverage of 90 days plus, with but 4% on a hand-to-mouth basis, 16% allowing 30 days and 30% in the 60-day range. For MRO supplies, 87% are on a current to 60-day schedule, of which 35% and 33% are in the 30-day and 60-day ranges, respectively. On capital goods, 75% reported 90 days or more forward buying, about the same as November.

Specific Commodity Changes

The materials reported having indications of price change are steel, non-ferrous metals and paper, all up.

On the up side are: Some copper items, steel, steel scrap, zinc, lead, paper, alcohol, lumber, rubber, coal, fuel oil, cement, glass and bearings.

On the down side: There were not enough reports on any single item to comment.

In short supply: Aluminum, copper, nickel, many steel items (including plate, shapes, structural, sheets, stainless and carbon), selenium, paper (particularly kraft), titanium pigments, glass and bearings.



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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN October the Connecticut index of general business activity rose two percentage points to an estimated 16% above normal. This increase reflects the continued rapid recovery of the State's economy from the floods and resulted from improvements in all components of the index.

The United States index of industrial activity showed a small gain in October to an estimated 13 per cent above normal. The level of activity, however, was somewhat below the high second quarter average. Steel mills operated at capacity levels as all major components rose except lumber.

Unemployment

For the week ending October 22 only 2 per cent of Connecticut workers covered by unemployment compensation received benefit payments. This compares with 3.9% during the corresponding week of last year. Hartford with 1.1 retained the best percentage while Danielson trailed with 8.1. Bristol, last a year ago, made the greatest improvement.

Of the nineteen areas in the State all but Manchester made better showings than a year ago. Whereas last year only Hartford had less than 2½ per cent, ten areas are now in that category. These facts reflect a substantial over-all improvement.

Employment

In October non-agricultural employment in Connecticut increased sharply to 876,000. Manufacturing employment, numbering 421,000, accounted for 7,200 of the 8,700 advance. Almost half of the manufacturing increase was in metalworking with the greatest expansion occurring in aircraft.

Hours and Earnings

Connecticut manufacturing firms

% WORKERS UNEMPLOYED

	WEEK ENDING	
	10-22-55	10-23-54
CONNECTICUT	2.0%	3.9%
ANSONIA	4.2	5.1
BRIDGEPORT	1.7	4.2
BRISTOL	2.3	12.6
DANBURY	3.7	7.0
DANIELSON	8.1	12.5
HARTFORD	1.1	2.1
MANCHESTER	8.0	6.3
MERIDEN	2.3	4.6
MIDDLETOWN	3.0	4.7
NEW BRITAIN	1.2	4.6
NEW HAVEN	1.4	2.5
NEW LONDON	2.6	2.1
NORWALK	1.3	3.3
NORWICH	3.9	4.9
STANFORD	1.9	2.9
THOMPSONVILLE	1.4	3.3
TORRINGTON	3.0	6.3
WATERBURY	2.5	4.6
WILLIMANTIC	2.0	3.9

continue to operate at a high level. Average weekly earnings of production employees in October rose \$2.37 to a new all-time high of \$81.37. This compares with the Nation's average of \$78.69. The current Connecticut figure

exceeds the 1954 state average by more than \$8.

Basic hourly pay reached a new peak of \$1.82 and the average work week, at 42.6 hours, was the longest since May 1953.

Inventories and Sales

During the early months of the current business expansion, manufacturers' inventories remained quite stable but recently they have begun to accumulate. The fifth consecutive advance was recorded in September.

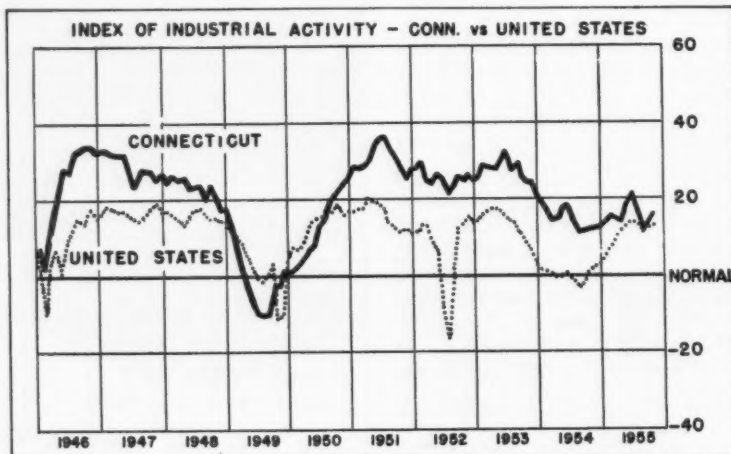
The situation is well in hand at present because the heavy volume of sales warrants larger inventories. However, this is an area which should be watched because shifts in sales volume and inventory levels are good barometers of business ahead.

Construction

Construction in Connecticut continues at a high level although some slackening has been evident recently due to reduced residential building. Non-residential construction, as measured by square feet of floor space contracted for, remains strong. Flood rebuilding and public projects should keep construction at a favorable level.

Gross National Product

During the third quarter gross national product rose to a record annual rate of \$391.5 billion. This represents a \$6½ billion increase over the second quarter and is \$32½ billion more than the corresponding quarter of last year. Consumer spending accounted for the bulk of the increase. Business outlays for new plant and equipment also contributed measurably to the advance.



Understanding A Man Who Can't Take Reasonable Supervision

(Continued from page 14)

It is easy to understand this man's touchy defensiveness. In dealing with his supervisor he is doing what he unconsciously needs to do, rebel against his father.

"When I'm told something is not right, I tell the boss that wasn't part of my work. I tell the boss that I know this better than he does. Right away I take offense. Afterward I think 'Why the hell did I say that to him; he's just trying to get it straightened out'. But I always speak up and tell him".

Practical businessmen may think this is silly. Here's a worker who knows he should cooperate instead of rebel. He knows he's wrong fighting the boss. He knows what he should do. Why doesn't he do it?

The answer—which is an unwelcome one—is that he can't. That is, he can't now. When any of us persists in going contrary to what he knows he ought, it is a "compulsion".

A compulsion answers one of our life-long deeper needs. The need is so

strong that it whisks aside reason and judgment as to what we ought to do. We may be somewhat or entirely unconscious of the need and that makes it all the stronger, even overwhelming.

This takes place many times and places with most of us—if we have the capacity of sharp self-scrutiny to see it.

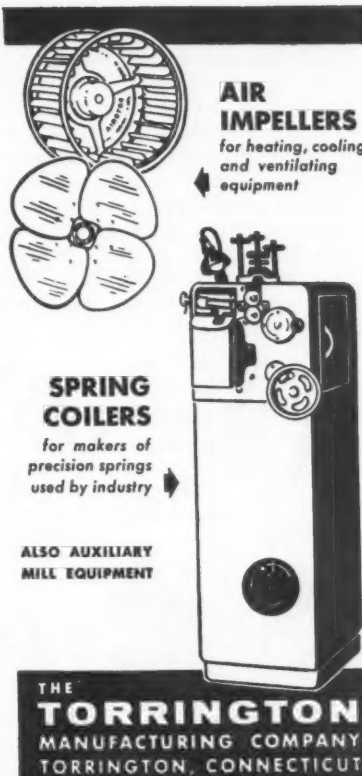
The fact is that everywhere in human behavior we see people of all kinds falling down in following what they know, failing to do what in all reason they ought, led by their feelings instead of their heads.

This worker knows what he wants and ought to do but he *has* to do the contrary, rebel against father figures. He wants to follow his knowledge but he must compulsively follow his feelings.

Why? Because his understanding of his emotions is superficial. To be sure he knew and could discuss the origins of his need to rebel.

But such surface understanding is only the barest beginning of wisdom. And superficial understanding of a great force gives us no significant control over it.

Benjamin Franklin's understanding of electricity could be only the scantiest introduction to that amazing man-



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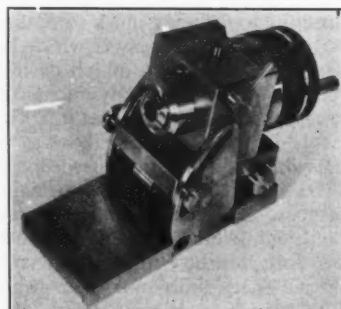
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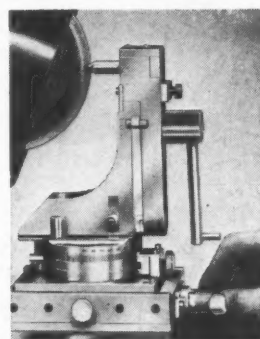
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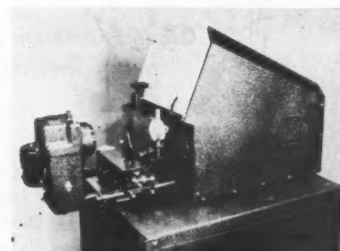
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agement of forces seen in the "electronic brain".

We do well then to realize that getting the idea of something is not understanding it,—to the point of controlling it. Surely this is as true of human beings as of physics and mechanics.

If Mr. L. should want to gain deep enough understanding of himself to change his behavior to a reasonable kind, it would require the rather expensive help of a psychiatric therapist

for a rather long time. Since Mr. L. is a good worker, his employer might well help him get this assistance and even share the expense, as the cost of certain other employee benefits are shared.

Otherwise the company will have to see what can be done by changing its attitude and increasing its understanding of such a man, or fire him.

The later course is wasteful, for in the ranks of personnel there are always plenty of problem employees or

employees with problems. And the same penetrating understanding by the supervisory staff would ease and aid not merely one but many.

Nothing in the world will substitute for the man's understanding of himself. And we must face it: no basic change of him can occur without it.

Still the next thing to it is *other's* understanding, particularly his supervisors'. We hardly know how much effect consistent deep supervisory understanding of individual employees could accomplish because we have ordinarily not bothered to try such a difficult thing.

The idea is not to hire a professional counsellor to listen and help, important as that may be. The point is that the human understanding needs to come from all the company staff.

Of course both methods—leading the employee, if possible, to get help toward changing himself, and building up the supervisors' human understanding—will yield by far the biggest company dividends.

Can Industry Break Its High-Skill Bottleneck

(Continued from page 16)

dependable as to their useability, for by analyzing the elements learned through experience on the job, it is possible to foresee the kinds of work which should not be given to the younger workmen because failures and costly errors can more easily be anticipated. Also, it means that during the normal two-year or three-year period during which they formally gained experience, you can expect them to deliver much nearer to 100 per cent value for every man hour on the payroll.

The procedures and methods by which this actual work is accomplished are too detailed to be presented in a brief article; essentially they consist of extending the field of management engineering to include a much more thorough job situation analysis which lies behind the usual type of job description. In the past a job description, however complete, assumed that the people in the shop knew how to do the work and, therefore, needed only to be supplied with proper training methods. Our experience shows that competent workmen have in most cases forgotten how they became competent. Their skills and their habits of thought have become mostly subconscious. It is, therefore, necessary to do more than show them how to teach.

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ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Tell Management The Whole Fixed Asset Story

IN some of our more progressive manufacturing companies, the investment in fixed assets receives considerably more attention than in other concerns. Those which give it this attention are better able to provide for plant maintenance, replacement and expansion because they demand reports not ordinarily supplied management. These reports are possible through the use of a tabulating machine card which is so prepared as to inform with respect to:

1. Dollar value of assets becoming fully depreciated by years.
2. Value of fully depreciated equipment included in balance sheets.
3. Investment in fixed assets by:
Product
Type of equipment
Responsibility
4. Analysis of depreciation costs in same breakdown as in 3 above.

Reports of the above nature may be prepared quarterly or semi-annually, there being no value to more frequent presentations. In addition to the above reports, an annual listing by departmental responsibility is made to provide factory management with a "book inventory" of fixed assets for which they are responsible. Since the manufacturing departments are being charged for depreciation costs on the listed items, the factory supervisors are quick to inform the accounting department of any transfers, disposals, etc. which may have taken place without the proper paper work. This type of listing is not common, although most companies have not taken a physical inventory of fixed assets during the past ten years! The need for a thorough

physical inventory is greatly reduced wherever listings are reviewed annually by factory supervision.

The tabulating card recommended should be treated as a subsidiary record and used to accumulate and distribute depreciation costs as desired. The card should include:

1. Asset Code No.—To classify item by types, such as presses, motors, furnaces, buffing machines, etc.
2. Product Code No.—To classify items by primary product manufactured.
3. Department No.—To assign responsibility for physical existence and care of equipment. Generally used also for distribution of depreciation costs.
4. Serial No.—A company serial number or tag number should appear on all items of equipment. This enables and pro-

(Continued on page 50)

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BUSINESS TIPS

from

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Rising Marketing Costs

By CARL J. GLADFELTER, Associate Professor
Marketing Department, University of Connecticut

A RECENT advertisement by a large manufacturer of electric motors stated, "United States industry is moving steadily toward mechanization, automatic machines and processes—to produce more and better goods. As a result, new and unique methods of mass production are constantly being developed." If automatic control does produce more goods and at lower costs in the near future, what

then will the effect be for the consumer? More goods necessarily mean more consumption if our economic balance is to be maintained. In considering the implications of increased automation and mechanization the very interesting problem of marketing cost with relation to manufacturing cost arises.

The production genius of this country has constantly increased the amount

of physical unit output per production worker in agriculture, extraction and manufacturing. The same generalization cannot be applied to the worker engaged in marketing activities. In the department store field to cite one example, 54 department stores reported transactions per sales person of 8,000 in 1945 as contrasted with 7,700 in 1950.¹ For the same 54 stores transactions per employee were 3,800 in 1945 and 3,600 in 1950. In 1954 Professor McNair reports "The hard fact remains that the total number of transactions for the reporting (department) stores is still not appreciably above the 1948 total."² Here then is a segment of the marketing phase that shows no increase in productivity. Judging from the raw figures, gross margins would have had to increase during this period to offset the decline in productivity per employee to say nothing of the increased wages paid.

In food retailing, super-market techniques have greatly increased sales per employee on both a tonnage and dollar basis as compared to the pre-self-service era. Yet the president of the Super Market Institute, at a recent meeting devoted to productivity, said, "If the output of our operations has risen no more than 2 or 3% a year, it is a plain and simple fact that we have not been holding our own with relation to other business and industry."³

Consider industrial and wholesale distribution. Productivity per salesman has increased on the whole over the years but nothing like that of their counterpart in industry, the production worker. Sales production and sales cost for most manufacturers and wholesalers has not declined relatively when expressed as a percentage of orders per salesmen, total orders filled, total sales, branch sales, product lines, units sold, or any of the other standard measures of productivity and cost.

The continuing failure to improve the efficiency of the marketing functions, and the productivity of certain marketing agencies will in specific instances lead to the marketing cost rising in relation to the total cost.

Consider a hypothetical case. The

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¹ Operating Results in Department and Specialty Stores in 1950, Malcolm P. McNair, Harvard Business School.

² Operating Results in Department and Specialty Stores in 1954, Malcolm P. McNair, Harvard Business School.

³ Keynote address given by Joseph P. Mott, 18th Annual Convention, Super Market Institute, Cleveland, Ohio, May 1955.



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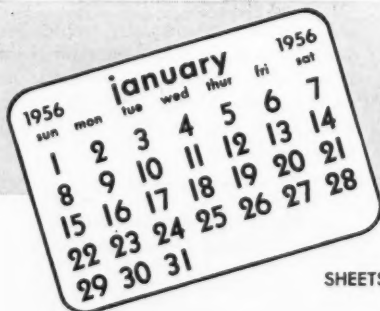
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manufacturing cost of a certain unit is \$45. The marketing cost is \$5, making the invoiced price to the distributor \$50. The article sells at a retail price of \$90 resulting in total marketing function costs of \$45. With the adoption of automatic control (automation) in certain of the production phases manufacturing costs are reduced to \$40. With all marketing costs remaining the same the article will retail at \$85. At the original retail of \$90 marketing costs accounted for 50% of the selling price to the consumer. However, with the reduction in production cost and no saving in distribution costs, the marketing functions now account for approximately 53% of the new retail price.

The consumer receives a good or perhaps even a better product for \$5 less, but had marketing efficiency been improved to the same relative degree as production, the consumer would have saved \$10. He would have had a 50% greater saving or 100% more to spend on additional goods. The consumer is not going to receive the full benefit of automation or mechanization if one area of cost is unable to hold its position relative to the other.

It has long been recognized that the opportunities to apply modern production techniques to the sales promo-

tion and merchandising phases of business are limited because the personal service element bulks so large in the over-all picture. Notwithstanding this fact, marketing and distribution techniques must keep pace with production advancement. It is important that the industrial concern seek greater efficiency within their own marketing department, and encourage the marketing agencies with whom they do business to likewise seek greater productivity. Wholesalers and retailers have improved their service and the atmosphere surrounding their operations but generally at a mounting cost to the consumer.

The trend towards a higher marketing cost in relation to the total cost of placing the goods in the consumer's hand need not continue if the general productivity level of the various marketing agencies can be increased. The problem is simple, the solution is challenging.

Accounting Hints

(Continued from page 47)

- vides for easier identification.
5. Description of item—A brief description is required for listing in the book inventory.
6. Year of acquisition—To begin

depreciation charges and for statistical information.

7. Original cost—For reporting of gross investment in fixed assets.
8. Depreciable value—To control maximum dollar depreciation charge.
9. Annual depreciation—To accumulate and distribute depreciation costs.
10. Accumulated depreciation — Same as 9, plus reporting information.
11. Stop year—The year in which depreciation is no longer calculated. The amounts in Columns 8 and 10 should be equal to each other in the stop year.

The above detail is given for guidance only, there being any number of variations possible. In Column 9 for example, depreciation is suggested to be shown as an annual cost. In many companies the monthly charges for this expense is based on estimates, the actual depreciation cost not being determined until year end. If one desires, a monthly, quarterly or semi-annual cost factor may be used.

The governing factor as to choice among monthly, semi-annual or annual calculation of actual depreciation is, of course, the number of fixed asset transactions during the year and the policy as to when depreciation begins, i.e., monthly, or semi-annually. The number of fixed asset transactions during the year are generally not too numerous, so that the cost of maintaining the card file is negligible. The greatest effort required is the initial establishment of the subsidiary record. The value secured from this method is immeasurable and, in using it, the accountant has taken a great stride toward supplying this management with worth while tools.

Meet the Association's New Directors

(Continued from page 10)

Machine Tool Builders Association in 1953 and 1954.

At the present time he is a director of Liberty Mutual Insurance Company's Connecticut Advisory Board, The New Britain National Bank, R. Hoe & Company, New York, Koehler Aircraft Products Company of Dayton, Ohio, Storms Drop Forging in Springfield, Mass., and Union Twist Drill, Athol, Mass.

(Concluded on page 64)

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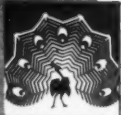
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H C Cook Co The 32 Beaver St	Ansonia	Lapides Metals Corp	New Haven	Charles Parker Co The	Meriden
Halco Co	New Haven	Aluminum Lasts		Batteries	
Aerosol Products		United States Rubber Company Shoe Hardware Division	Waterbury	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Bridgeport Brass Company	Bridgeport	Aluminum—Sheets & Coils		Bearings	
Air Compressors		United Smelting & Aluminum Co Inc	New Haven	Fafnir Bearing Co (ball)	New Britain
Spencer Turbine Co The	Hartford	Ammunition		Marlin-Rockwell Corporation	Plainville
Air-Conditioning		Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	New Departure Div of General Motors (ball)	Bristol
Bush Manufacturing Co The	West Hartford	Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk	Anodizing		Bel lows	
Air Ducts		Comco Inc Div of Enthone Inc	New Haven	Bridgeport Thermostat Company Inc (metallic)	Bridgeport
Wiremold Co The (Retractable)	Hartford	Leed Co The H A	Hamden	Bel lows Assemblies	
Air Heaters—Direct Fired		Anodizing Equipment		Bridgeport Thermostat Company Inc	Bridgeport
Peabody Engineering Corporation	Stamford	Comco Inc Div of Enthone Inc	New Haven	Bel lows Shaft Seal Assemblies	
Air Impellers		Asbestos		Bridgeport Thermostat Company Inc	Bridgeport
The Torrington Manufacturing Co	Torrington	Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	Bells	
Aircraft		Asbestos & Rubber Packing		Bevin Brothers Mfg Co	East Hampton
Sikorsky Aircraft Division United Aircraft Cor- poration (helicopters)	Bridgeport	Colt's Manufacturing Company	Hartford	Gong Bell Co The	East Hampton
Aircraft Accessories		Asarcon Bronze		N N Hill Brass Co The	East Hampton
Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carbu- retors, Fuel Controls, Afterburner Regula- tors, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Belt Fasteners	
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	Assemblies—Small		Saling Manufacturing Company (patented self- aligning)	Unionville
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel serv- icing systems)	Windsor Locks	Barnes Co The Wallace Div Associated Spring Corp	Bristol	Belting	
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Greist Manufacturing Co The	New Haven	Hartford Belting Co	Hartford
Manning Maxwell & Moore Inc (aircraft pres- sure switches and jet engine afterburner control systems)	Danbury	Humason Mfg Co The	Forestville	Russell Mfg Co The	Middletown
Russell Manufacturing Company The (CAA approved safety belts; webbing and hard- ware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	J H Sessions & Son	Bristol	Bends—Pipe or Tube	
Aircraft Instruments		Auto Cable Housing		National Pipe Bending Co The	160 River St New Haven
Gorn Electric Company Inc	Stamford	Wiremold Company The	Hartford	Bicycle Coaster Brakes	
Aircraft—Repair & Overhaul		Automatic Control Instruments		New Departure Div General Motors Corp	Bristol
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Bicycle Sundries	
Aircraft Sheet Metal Work		Automobile Accessories		New Departure Div General Motors Corp	Bristol
Aero Form Co	New Haven	Kilbourn-Sauer Company (lights and other acces- sories)	Fairfield	Binders Board	
Aircraft Studs & Bolts		Automotive Bodies		Colonial Board Company	Manchester
Britton Mfg Co Inc The	Hartford	Metropolitan Body Company	Bridgeport	Blackening Salts for Metals	
Aircraft Test Equipment		Automotive Parts		Enthone Inc	New Haven
United Manufacturing Co Division	of The	Eis Manufacturing Co (Hydraulic and Me- chanical)	Middletown	Mitchell-Bradford Chemical Co	Bridgeport
W L Maxson Corp	Hamden	Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscel- laneous Rubber)	Bridgeport	Black Oxide Treatment	
Alumilite Aluminum Sheets		Automotive & Service Station Equipment		Bennett Metal Treating Co The	Elmwood
Leed Co The H A	Hamden	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Blades	
Aluminum Bronze Castings		Automotive Tools		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Knapp Foundry Company Inc	Guilford	Eis Manufacturing Company	Middletown	Blowers Fans	
		Bags—Paper		Colonial Blower Company	Plainville
		Continental Can Co Paper Container Div	Kensington	Spencer Turbine Co The	Hartford (Advt.)
		Bakelite Moldings			
		Watertown Mfg Co The	Watertown		

I T ' S M A D E I N C O N N E C T I C U T

Blower Systems	
Colonial Blower Company	Plainville
Ripley Co	Middletown
Blueprints and Photostats	
Joseph Merritt & Co	Hartford
Boilers	
Bigelow Co The	New Haven
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport
Bolts and Nuts	
Blake & Johnson Co The (nuts machine screw-bolts, stove)	Waterville
Clark Brothers Bolt Co	Milledale
Bonderizing	
Clairglow Mfg Company	Portland
Bottle Openers	
Scoville Mfg Co (steel, anodized aluminum)	Waterbury
Box Board	
Federal Paper Board Co Inc	Montville, New Haven & Versailles
Lydall & Foulds Paper Co The	Manchester
Robertson Paper Box Co	Montville
Gair Company Inc Robert	Montville
New Haven Board and Carton Co The	New Haven
Boxes	
Clairglow Mfg Company (metal)	Portland
Connecticut Container Corporation	New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport
Boxes and Crates	
City Lumber Co of Bridgeport Inc The	Bridgeport
Wallingford Planing Mill Co Inc	Yalesville
Boxes—Metal	
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham
Boxes—Paper—Folding	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Curtis & Sons Inc S	Sandy Hook
Folding Cartons Incorporated (paper, folding)	Versailles
Gair Company Inc Robert	Montville
H J Mills Inc	Bristol
National Folding Box Co Inc (paper folding)	New Haven and Versailles
New Haven Board and Carton Co The	New Haven
Robertson Paper Box Co	Montville
Warner Bros Co The	Bridgeport
Boxes—Paper—Setup	
Box Shop Inc The	New Haven
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterbury
H J Mills Inc	Bristol
Strouse Adler Company The	New Haven
Warner Bros Co The	Bridgeport
Braid—Elastic & Non-elastic	
Essex Mills Inc	Essex
Brake Cables	
Eis Manufacturing Co	Middletown
Brake Linings	
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport
Russell Mfg Co The	Middletown
Brake Service Parts	
Eis Manufacturing Co	Middletown
Brass & Bronze	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Scovill Manufacturing Company	Waterbury 91
Seymour Mfg Co The (strip, sheet & wire)	Seymour
Tinsheet Metals Co The (sheets and rolls)	Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven
Brass & Bronze Ingot Metal	
Mitchell Smelting & Refining Co Inc	Botsford
Plume & Atwood Mfg Co The	Thomaston
Whipple and Choate Company The	Bridgeport
Brass, Bronze, Aluminum Castings	
Charles Parker Company The	Meriden
Stamford Casting Company Inc	Stamford
Victors Brass Foundry Inc	Guilford
Brass Goods	
American Brass Company The	Waterbury
Plume & Atwood Mfg Co The (to order)	Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
Scovill Manufacturing Company (to order)	Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
Brass Mill Products	
American Brass Company The	Waterbury
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven
Brick-Building	
Donnelly Brick Co The	New Britain
Bricks—Fire	
Howard Company	New Haven
Mullite Refractories Co The	Shelton
Bright Wire Goods	
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven
Broaching	
Hartford Special Machinery Co The	Hartford
Bronze & Aluminum Castings	
Charles Parker Co	Meriden
Knapp Foundry Company Inc (rough or machined)	Guilford
Brooms—Brushes	
Fuller Brush Co The	Hartford
Buckles	
B Schwanda & Sons	Staffordville
G E Prentice Mfg Co The	Kensington
Hawie Mfg Co The	Bridgeport
North & Judd Manufacturing Co	New Britain
Patent Button Co The	Waterbury
Rison Manufacturing Co John M	Russell Div
United States Rubber Company Shoe Hardware Division	Naugatuck Waterbury
Buffing & Polishing Compositions	
Apothecaries Hall Co	Waterbury
Lea Mfg Co	Waterbury
Burners	
Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston
Burners—Automatic	
Peabody Engineering Corporation	Stamford
Burners—Coal and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Gas	
Peabody Engineering Corporation (Blast Furnace)	Stamford
Burners—Gas and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Refinery	
Peabody Engineering Corporation (For Gas and Oil)	Stamford
Burnishing	
Abbott Ball Co The (Burnishing Barrells and Burnishing Media)	Hartford
Burs	
Pratt & Whitney Co Inc	West Hartford
Busways	
Distribution Assemblies Department, General Electric Co	Plainville
Buttons	
B Schwanda & Sons	Staffordville
Frank Parizek Manufacturing Co The	Putnam
Patent Button Co The	Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury
Cabinets	
Charles Parker Co The (medicine)	Meriden
Cabinet Work	
Hartford Builders Finish Co	Hartford
Cable—Asbestos Insulated	
Rockbestos Products Corp	New Haven
Cable—BX Armored	
General Electric Company	Bridgeport
Cable—Nonmetallic Sheathed	
General Electric Company	Bridgeport
Cable—Service Entrance	
General Electric Company	Bridgeport
Cages	
Andrew B Hendryx Co The (bird and animal)	New Haven
Cams	
American Cam Company Inc	Hartford
Hartford Special Machinery Co The	Hartford
Rowbottom Machine Company Inc	Waterbury
Canvas Products	
F B Skiff Inc	Hartford
Capacitors	
Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
Carbide Drawing Dies	
State Products Co (eyelet special shape dies)	Oakville
Carbide Shape Dies	
Thomaston Tool & Die Co (any form)	Thomaston
Carbide Tools	
Precision Tool & Die Co	Waterbury
Card Clothing	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
Carpenter's Tools	
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
Carpet	
B F Goodrich Sponge Products Division	Shelton
Carpet Cushion	
B F Goodrich Sponge Products Division	Shelton
Carpets and Rugs	
Bigelow-Sanford Carpet Co	Thompsonville
Casters	
Bassick Company The (Industrial and General)	Bridgeport
Casters—Industrial	
George P Clark Co	Windsor Locks
Castings	
Connecticut Foundry Co (grey iron)	Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings)	New Haven
Consolidated Industries Inc	West Cheshire
Charles Parker Company The (brass, bronze, aluminum)	Meriden
Ductile Iron Foundry Inc	Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel)	Ansonia
Hartford Electric Steel Corp The (stainless steel)	Hartford
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Malleable Iron Fittings Co (malleable iron and steel)	Branford
McLagon Foundry Co (grey iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Producto Machine Company The	Bridgeport
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington
Union Mfg Co (grey iron & semi steel)	New Britain
Waterbury Foundry Company The (highway & sash weights)	Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
	(Advt.)

IT'S MADE IN CONNECTICUT

Castings—Investment		Coil Winding Machines		Copper Castings	
Arwood Precision Casting Corp	Groton	Boesch Mfg Co Inc	Danbury	Knapp Foundry Company Inc	Guilford
Cements—Refractory		Coils		Copper Sheets	
Mullite Refractory Co The	Shelton	Dano Electric Company	Winsted	American Brass Company The	Waterbury
Chain		Coils—Electric		New Haven Copper Co The	Seymour
Risdon Manufacturing Co John M Russel Div	Naugatuck	Bittermann Electric Company	Canaan	Copper Shingles	
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	Coils—Pipe or Tube		New Haven Copper Co The	Seymour
Chain—Bead		National Pipe Bending Co The	160 River St New Haven	Copperware	
Auto-Swage Products Inc	Shelton	Whitlock Manufacturing Co The	Hartford	Bridgeport Brass Company (cooking utensils)	Bridgeport
Bead Chain Mfg Co The	Bridgeport	Commercial Heat Treating		Copper Water Tube	
Chain—Power Trans'mission and Conveying		A F Holden Company The	52 Richard St West Haven	American Brass Company The	Waterbury
Whitney Chain Company	Hartford	Cold Molded Electrical Insulation		Bridgeport Brass Co	Bridgeport
Chairs		Meriden Molded Plastics	Meriden	Cords—Asbestos	
The Hitchcock Chair Company	Riverton	Commercial Truck Bodies		General Electric Company	Bridgeport
Chemical Manufacturing		Metropolitan Body Company	Bridgeport	Cords—Braided	
Carwin Company The	North Haven	Comparators		General Electric Company	Bridgeport
Chemicals		Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit)	West Hartford	Cords—Heater	
American Cyanamid Company	Waterbury	Complete Plat'g Dept. Installations		Essex Mills Inc	Essex
Apothecaries Hall Co	Waterbury	Foy Electro-Chemical Co	Ansonia	General Electric Company	Bridgeport
Carwin Company The	North Haven	Compressors		Cords—Portable	
Macalaster Bicknell Company	New Haven	Norwalk Company Inc (high pressure air and gas)	South Norwalk	General Electric Company	Bridgeport
MacDermid Incorporated	Waterbury	Computers		Cord Sets—Electric	
Naugatuck Chemical Division	United States	Newton Co The (electronic)	Manchester	General Electric Company	Bridgeport
Rubber Co	Naugatuck	Reflectone Corporation The	Stamford	Seeger-Williams Inc	Bridgeport
New England Lime Company	Canaan	Concrete Products		Cork Cots	
Pfizer & Co Inc Chas	Groton	Plastricrete Corp	Hamden	Sonoco Products Co (Climax-Lowell Div)	Mystic
Chemicals—Agriculture		Condenser and Heat Exchanger Tubes		Corrugated Box Manufacturers	
Naugatuck Chemical Division United States	Naugatuck	Bridgeport Brass Company	Bridgeport	Connecticut Container Corporation	New Haven
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	Cones		Corrugated Containers Inc	Hartford
Christmas Light Clips		Sonoco Products Co (Climax-Lowell Div)	Mystic	Corrugated Shipping Cases	
Foursome Manufacturing Co	Bristol	(Paper)		Connecticut Container Corporation	New Haven
Chromium Plat'g		Consulting Engineers		Connecticut Corrugated Box Div Robert Gair Co Inc	Portland
Chromium Corp of America	Waterbury	McNeal J D (Electrical and Electronic)	New Haven	D L & D Container Corp 87 Shelton Ave	New Haven
Chromium Process Company The	Shelton	Stanley P Rockwell Co Inc The (Consulting)	Hartford	Cosmetic Containers	
City Plating Works Inc	Bridgeport	296 Homestead Ave	Hartford	Eyelet Specialty Co The	Waterbury
Chucks		Continuous Mill Gages		Plume & Atwood Mfg Co The (metal)	Thomaston
Cushman Chuck Co The	Hartford	Pratt & Whitney Co Inc	West Hartford	Cosmetics	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Contract Machining		J B Williams Co The	Glastonbury
Jacobs Manufacturing Co The	West Hartford	Laurel Mfg Co Inc (Precision Production)	Plainville	Cotton and Asbestos Wicking	
Union Manufacturing Company	New Britain	Small Parts	Plainville	Bland Burner Co The	Hartford
Chucks—Drill		Malleable Iron Fittings Company	Brantford	Cotton Yarn	
Jacobs Manufacturing Co The	West Hartford	Charles Parker Co	Meriden	Floyd Cranska Co The	Moosup
Chucks & Face Plate Jaws		Contract Manufacturers		Counting Devices	
Cushman Chuck Co The	Hartford	Fenn Mfg Co The (Precision Machine Work)	Newington	Veeder-Root Inc	Hartford
Union Mfg Co	New Britain	Greist Mfg Co The (metal parts and assemblies)	New Haven	Couplings—Self-Sealing	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	503 Blake St	New Haven	Sperry Products Inc	Danbury
Chucks—Power Operated		Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	Cranes and Conveyors	
Cushman Chuck Co The	Hartford	Charles Parker Co (sheet metal fabricators)	Meriden	J-B Engineering Sales Co	New Haven
Union Manufacturing Company	New Britain	Plume & Atwood Mfg Co The (metal parts and assemblies)	Thomaston	Crushers	
Circuit Breakers		Seovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	Farrel-Birmingham Company Inc (Stone and Ore)	Ansonia
Trumbull Components Department,	General	J H Sessions & Son	Bristol	Cups—Paper	
Electric Co	Plainville	Controllers		Continental Can Co Paper Container Div	Kensington
Circulating Pumps		Bristol Company The	Waterbury	Cush'oning for Packaging	
Corley Co Inc The	Plainville	Manning Maxwell & Moore Inc	Stratford	B F Goodrich Sponge Products Division	Shelton
Clay		Controls—Remote		Gilman Brothers Co The	Gilman
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	Cut Stone	
Cleaning Compounds		Converters DC to AC		Dextone Co The	New Haven
Enthone Inc (Industrial)	New Haven	Electric Specialty Co	Stamford	Cutters	
Foy Electro-Chemical Co (industrial)	Ansonia	Conveyor Systems		Barnes Tool Company The (pipe cutters, hand)	New Haven
Cleansing Compounds		Leeds Electric & Mfg Co The	East Haven	Mitrametric Co The (ground pinion)	Torrington
MacDermid Incorporated	Waterbury	Production Equipment Co	Meriden	Pratt & Whitney Co Inc (Milling Cutters all types)	West Hartford
Clock Mechanisms		Copper		Cutting & Creasing Rule	
Lux Clock Mfg Co The	Waterbury	American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	Bartholomew Co H I	Bristol
Clocks		Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Cyl. Gauges & Tools	
E Ingraham Co The	Bristol	Bristol Brass Corp The (steel)	Bristol	J & S Machine Co Inc	Hartford
Seth Thomas Clocks	Thomaston	Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Deep Hole Drilling & Reaming	
United States Time Corporation The	Waterbury	Thinsheet Metals Co The (sheets and rolls)	Waterbury	Hamden Deep Hole Drilling Co	Hamden
Clocks—Alarm		Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	Wilson Arms Co The	Hartford
Lux Clock Mfg Co The	Waterbury				(Advt.)
Clocks—Automatic Cooking					
Lux Clock Mfg Co The	Waterbury				
Clutches					
Snow-Nabstedt Gear Corp The	New Haven				
Clutch Facings					
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport				
Russell Mfg Co The	Middletown				

I T ' S M A D E I N C O N N E C T I C U T

Deep Drawings		Drafting Accessories		Electric Wire	
Stanley Pressed Metal	New Britain	Joseph Merritt & Co	Hartford	General Electric Company	Bridgeport
Delayed Action Mechanism		Draft Inductors		Rockbestos Products Corp (asbestos insulated)	New Haven
M H Rhodes Inc	Hartford	Corley Co Inc The	Plainville	Electric Wiring Devices	
R W Cramer Company Inc The	Centerbrook	Drill Presses		Arrow-Hart & Hegeman Electric Co The	Hartford
Demineralizers		Townsend Mfg Co The H P	Elmwood	General Electric Company	Bridgeport
Crystal Research Laboratories	Hartford	Drilling Machines		Electric Woven Heating Elements	
Foy Electro-Chemical Co (industrial)	Ansonia	Howe & Faut Inc (Turret Type)	East Norwalk	Pre-Fab Heating Co Inc	Guilford
Development Work		Pratt & Whitney Co Inc (Deep Hole)	West Hartford	Electrical Conduit Fittings & Grounding Specialties	
Saybrook Manufacturing Inc	Old Saybrook	Drilling and Tapping Machinery		Gillette-Vibber Company The	New London
Diamonds—Industrial		Hartford Special Machinery Co The	Hartford	Electrical Connectors	
Diamond Tool and Die Works	Hartford	Drop Forgings		Burndy Engineering Co Inc	Norwalk
Dictating Machines		Atwater Mfg Co	Plantsville	Electrical Control Apparatus	
Dictaphone Corporation	Bridgeport	Billings & Spencer Co The	Hartford	Plainville Electrical Products Co The	Plainville
Gray Manufacturing Company The	Hartford	Consolidated Industries	West Cheshire	Electrical Goods	
SoundScriber Corporation The	New Haven	Wilcox Crittenden & Co Inc	Middletown	A C Gilbert Co	New Haven
Die Cast Dies		Druggists' Rubber Sundries		Electrical Motors	
C & F Tool & Die Corp	Bridgeport	Seamless Rubber Company The	New Haven	Electric Specialty Co	Stamford
Die Castings		Duplicating Machines—Automatic		U S Electrical Motors Inc	Milford
Mt Vernon Die Casting Co	Stamford	Pratt & Whitney Co Inc	West Hartford	Electrical Outlet and Switch Boxes, and Covers	
Newton-New Haven Co Inc	New Haven	Duplicator Tables		General Electric Company	Bridgeport
Die Casting Dies		Regent Machine Co	Bridgeport	Electrical Recorders	
ABA Tool & Die Co	Manchester	Elastic Narrow Fabric		Bristol Co The	Waterbury
Eastern Machine Screw Corp The	Truman & New Haven	Essex Mills Inc	Essex	Electrical Relays and Controls	
Barclay Sts	New Haven	Electric Cables		Allied Control Co	Plantsville
Parker Stamp Works Co The	Hartford	General Electric Company	Bridgeport	Electrical Switchboards	
Weimann Bros Mfg Co The	Derby	Rockbestos Products Corp (asbestos insulated)	New Haven	Plainville Electrical Products Co The	Plainville
Die Heads—Self Opening		Electric Clocks		Electrical Test Equipment	
Eastern Machine Screw Corp The	New Haven	Sessions Clock Co The (alarm, kitchen, occasional and office)	Forestville	McNeal J D	New Haven
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven	Electric—Commutators & Segments		Electrical Wiring Systems	
Die Polishing Machinery		Cameron Elec Mfg Co The (rewinding motors)	Ansonia	Wiremold Co The	Hartford
Hartford Special Machinery Co The	Hartford	Electric Cord Springs		Electronic Parts	
Die Sets		Bristol Spring Manufacturing Co	Plainville	Terrville Manufacturing Co (Stampings to customer specifications)	Terryville
Pratt & Whitney Co Inc (Precision)	West Hartford	Electric Cords		Electronics	
Producto Machine Company The	Bridgeport	General Electric Company	Bridgeport	Gray Manufacturing Company The	Hartford
Union Mfg Co (precision, steel and semi-steel)	New Britain	Rockbestos Products Corp (asbestos insulated)	New Haven	McNeal J D	New Haven
Die Sinkers		Electric Eye Control		Newton Co The	Manchester
Pratt & Whitney Co Inc	West Hartford	Ripley Company Inc	Middletown	Ripley Co	Middletown
Dies		Electric Fixture Wire		Sturup Larabee & Warmers Inc	Middletown
Hoggson & Pettis Mfg Co The	141 Brewery St New Haven	General Electric Company	Bridgeport	Electroplating	
Mitrametric Co The (ground for gears)	Torrington	Rockbestos Products Corp (asbestos insulated)	New Haven	National Sherardizing & Machine Co	Hartford
Parker Stamp Works Inc The (plastics and die castings)	Hartford	Electric Hand Irons		Waterbury Plating Company	Waterbury
Pratt & Whitney Co Inc (Monocone and Ducone Dies)	West Hartford	Winsted Hardware Mfg Co (trade mark "Durability")	Winsted	Electroplating—Equipment & Supplies	
Precision Engineering Co Inc (forging, trimming & blanking)	Southington	Electric Heating Elements		Comco Inc Div of Enthone Inc	New Haven
Dies & Die Cutting		Hartford Element Co	Hartford	Lea Manufacturing Co The	Waterbury
Douglas Co Geo M	New Haven	Electric Insulation		MacDermid Incorporated	Waterbury
Dies and Die Sinking		Case Brothers Inc	Manchester	Electroplating & Industrial Selenium Rectifiers	
Consolidated Industries	West Cheshire	Stevens Paper Mills Inc The	Windsor	Foy Electro Chemical Co	Ansonia
Dish Drying Machines		Electric Lighting Fixtures		Electroplating Processes & Supplies	
Colt's Manufacturing Company	Hartford	Fan-Craft Mfg Co (residential, church, post lanterns)	Plainville	Enthone Inc	New Haven
Dish Washing Machines		Plume & Atwood Mfg Co The	Thomaston	United Chromium Incorporated	Waterbury
Colt's Manufacturing Company	Hartford	Wasley Products Inc	Plainville	Electrotypes	
Display Containers		Electric Motor Controls		Barnum-Hayward Electrotpe Co Inc	New Haven
National Folding Box Co Inc (folding paper-board)	New Haven and Versailles	Arrow-Hart & Hegeman Electric Co The	Hartford	Lockwood Sons Inc Wm H	Hartford
Displays—Metal		Electrical Outlet and Switch Boxes, and Covers		New Haven Electrotpe Div Electrographic Corp	New Haven
Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	General Electric Company	Bridgeport	Elevators	
Merriam Mfg Co (Contract Work to Individual Specifications)	Durham	Electric Signs		Eastern Machinery Co The (passenger and freight)	New Haven
Parsons Co Inc W A (custom designed)	Durham	Berger Sign Co	Hartford	General Elevator Service Co	Hartford
Distribution Centers		United Advertising Corp	New Haven	Enameling	
Distribution Assemblies Department, General Electric Co	Plainville	Electric Switches		Conn Metal Finishing Co	Hamden
Door Closers		Arrow-Hart & Hegeman Electric Co The	Hartford	Waterbury Plating Company	Waterbury
Sargent & Company	New Haven	General Electric Company	Bridgeport	Enameling and Finishing	
Yale & Towne Mfg Co The	Stamford	Electric Time Controls		Claireglow Mfg Co	Portland
Doors		R W Cramer Company Inc The	Centerbrook	End Milling Cutters	
Bilco Co The (metal, residential and commercial)	West Haven	Electric Timers		Pratt & Whitney Co Inc	West Hartford
Dowel Pins		Sessions Clock Co The	Forestville	Engines	
Allen Manufacturing Co The	Hartford	Electric Timing Motors		Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft)
Holo-Krome Screw Corp The	West Hartford	Sessions Clock Co The (small)	Forestville	Wolverine Motor Works Inc (diesel stationary marine)	East Hartford
				Envelopes	
				Curtis 1000 Inc	Hartford
				United States Envelope Company	Hartford (Advt.)
				Hartford Division	

I T ' S M A D E I N C O N N E C T I C U T

- Envelopes—Stock and Special**
Continental Can Co Paper Container Div Kensington
- Extractors—Tap**
Walton Company The West Hartford
- Eyelets**
American Brass Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Stevens Co Inc Waterbury
- Eyelets, Ferrules and Wiring Terminals**
American Brass Company The Waterbury
- Eyelet Machine Products**
American Brass Company The Waterbury
Bali & Socket Mfg Co The West Cheshire
Cold Forming Mfg Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Stevens Co Inc Waterbury
- Fancy Dress Buttons and Buckles**
Waterbury Companies Inc Waterbury
- Fans—Electric**
General Electric Company Bridgeport
- Fasteners—Slide & Snap**
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (snap and slide fasteners) Waterbury 91
- Felt**
Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville
- Felt—All Purpose**
American Felt Co (Mill & Cutting Plant) Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville
- Fenders—Boat**
B F Goodrich Sponge Products Division Shelton
- Fiber-glass Fabrication**
Davis Co The E J New Haven
- Fibre Board**
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Stevens Paper Mills Inc The Windsor
- File Cards**
Standard Card Clothing Co The Stafford Springs
- Films**
Cine-Video Productions Inc Milford
- Finger Nail Clippers**
H C Cook Co The 32 Beaver St Ansonia
- Firearms**
Colt's Manufacturing Company Hartford
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Remington Arms Company Inc Bridgeport
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven
- Fire Hose**
Fabrics Fire Hose (municipal and industrial) Sandy Hook
- Fireplace Goods**
American Windshield & Specialty Co The Milford
881 Boston Post Road
John P Smith Co The (screens) 423-33 Chapel St New Haven
- Fireproof Floor Joists**
Dextone Co The New Haven
- Fireworks**
M Backes' Sons Inc Wallingford
- Fishing Lures**
Dresser Products Inc Canaan
- Fishing Tackle**
H C Cook Co The 32 Beaver St Ansonia
- Flashlights**
Bridgeport Metal Goods Mfg Co Bridgeport
Electrical Div Olin Mathieson Chemical Corp New Haven
- Flat Springs**
Bristol Spring Manufacturing Co Plainville
Gemco Manufacturing Co Inc Southington
- Flexible Shaft Machines**
Pratt & Whitney Co Inc West Hartford
- Floor & Ceiling Plates**
Beaton & Cadwell Mfg Co The New Britain
- Fluorescent Lighting Equipment**
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford
- Foam Rubber**
B F Goodrich Sponge Products Division Shelton
- Forgings**
Billings & Spencer Company Hartford
Capewell Manufacturing Company Hartford
Cawthra Bros Forge Co Shelton
Clark Brothers Bolt Co Milldale
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91
- Foundries**
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Ductile Iron Foundry Inc Stratford
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Fritzell Foundry & Casting Co The New Haven
Hartford Electric Steel Corp The Hartford
Charles Parker Company The (brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze) Stamford
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) Torrington
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown
- Fountain Pens and Mechanical Pencils**
Waterman Pen Company Inc Seymour
- Foundry Riddles**
John P Smith Co The 423-33 Chapel St New Haven
- Fuel Oil Pump and Heater Sets**
Peabody Engineering Corporation Stamford
- Furnaces**
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk
- Fuses—Plug and Cartridge**
General Electric Company Bridgeport
- Gage Blocks**
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford
- Galvanizing**
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown
- Gaskets**
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport
Tsingris Die Cutting Corp (from all materials) Waterbury
- Gas Range Conversion Burner**
Holyoke Heater Corp of Conn Inc Hartford
- Gas Scrubbers, Coolers and Absorbers**
Peabody Engineering Corporation Stamford
- Gauges**
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford
- Gears**
Mitrametric Co The (blanked fine pitch) Torrington
- Gears and Gear Cutting**
Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
- Glass Blowing**
Macalaster Bicknell Company New Haven
- Glass Cutters**
Fletcher-Terry Co The Forestville
- Glass Machinery**
Tavano Mfg Co Torrington
- Gold & Silver Plating**
Donham Craft Inc (on metals & plastics) Thomaston
- Golf Equipment**
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol
- Greeting Cards**
A D Steinbach & Sons Inc New Haven
- Grinding**
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport
- Grinding Heads—Internal**
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford
- Grinding Machines**
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury
- Grommets**
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury
- Ground Rubber Rolls**
Saybrook Manufacturing Inc Old Saybrook
- Guards for Machinery**
Wheeler Co The G E New Haven
- Hack and Band Saw Blades**
Capewell Manufacturing Co The Hartford
- Hammers—Carpenters and Machinists**
Capewell Manufacturing Company Hartford
- Hand Tools**
Billings and Spencer Company (wrenches, sockets and shop tools) Hartford
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
- Hardness Testers**
Wilson Mechanical Instrument Div American, Chain & Cable Company Inc Bridgeport
- Hardware**
Bassick Company The (Automotive) Bridgeport
Harlock Products Corp New Haven
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford
- Hardware—Marine & Bus**
Rostand Mfg Co The Milford
- Hardware—Trailer Cabinet**
Excelsior Hardware Co The Stamford
- Hardware, Trunk & Luggage**
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford
- Hat Machinery**
Doran Bros Inc Danbury
- Health Surgical & Orthopedic Supports**
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven
- Heat Elements**
Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type) Middletown
- Heat Exchangers**
Whitlock Manufacturing Co The Hartford
- Heat Treating**
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1045 New Britain Ave Elmwood
Commercial Metal Treating Co Bridgeport
New Britain-Gridley Machine Division New Britain
The New Britain Machine Co New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Heat-Treating Equipment	
Autoyre Company The	Oakville
Barnes Co The Wallace Div Associated Spring Corp	Bristol
A F Holden Company The	52 Richard Street West Haven (Main Plant)
Bauer & Company Inc	Hartford
Rolock Inc (Retorts, Muffles, etc.)	Fairfield
Stanley P Rockwell Co Inc The (commercial)	296 Homestead Ave Hartford
Heat Treating Fixtures	
Rolock Inc (Trays, Baskets, etc.)	Fairfield
Wiretex Mfg Co Inc	Bridgeport
Heat Treating Salts and Compounds	
A F Holden Company The	52 Richard Street West Haven
Mitchell-Bradford Chemical Co	Bridgeport
Heating and Cooling Coils	
G & O Manufacturing Co	New Haven
Heating Elements	
Hartford Element Co	Hartford
Heavy Chemicals	
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	
Hex-Socket Screws	
Bristol Company The	Waterbury
Holo-Krome Screw Corp The	West Hartford
High Frequency Alternators	
Electric Specialty Co	Stamford
Highway Guard Rail Hardware	
Malleable Iron Fittings Co	Branford
Hinges	
Homer D Bronson Company	Beacon Falls
Hobs and Hobblings	
ABA Tool & Die Co	Manchester
Parker Stamp Works Inc The	Hartford
Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford
Holsts	
J-B Engineering Sales Co	New Haven
Holsts and Trolleys	
Union Mfg Company	New Britain
Hose Fittings	
Don Mfg Co J M	Naugatuck
Hose-Flexible Metallic	
American Brass Co	
American Metal Hose Branch	Waterbury
Hose Supporter Trimmings	
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport
Hospital Signal Systems	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden
Hydraulic Brake Fluids	
Eis Manufacturing Co	Middletown
Hydraulic Controls	
Sperry Products Inc	Danbury
Hypodermic Needles	
Roehr Products Company	Waterbury
Ice Buckets	
B F Goodrich Sponge Products Division	Shelton
Inductors	
C G S Laboratories Inc	Stamford
Industrial Chemicals	
Foy Electro-Chemical Co	Ansonia
Industrial Chrome Plating	
Mirror Polishing & Buffing Co	Waterbury
Industrial Displays	
Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach
Industrial Finishes	
Chemical Coatings Corporation	Rocky Hill
United Chromium Incorporated	Waterbury
Industrial Tools—Powder Actuated	
Remington Arms Company Inc	Bridgeport
Inks	
Waterman Pen Company Inc	Seymour
Insecticides	
American Cyanamid Company	Waterbury
Insulated Wire & Cable	
General Electric Company	Bridgeport
Kerite Company The	Seymour
Insulated Wire & Cable Machinery	
Davis Electric Company	Wallingford
Instruments	
Bristol Company The	Waterbury
J-P-T Instruments Inc (Electrical and Temperature)	New Haven
Manning Maxwell & Moore Inc	Stratford
Pratt & Whitney Co Inc (Precision Measuring)	West Hartford
Insulation	
Gilman Brothers Co The	Gilman
Integrators	
Reflectone Corporation The	Stamford
Inter-Communications Equipment	
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden
Interval Timers	
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
Jacquard	
Case Brothers Inc	Manchester
Japanning	
J H Sessions & Son	Bristol
Jig Borer	
Moore Special Tool Co (Moore)	Bridgeport
Pratt & Whitney Co Inc	West Hartford
Jigs, Fixtures & Gages	
Federal Machine & Tool Co	Bristol
Jig Grinder	
Moore Special Tool Co (Moore)	Bridgeport
Keller Machines	
Pratt & Whitney Co Inc	West Hartford
Key Blanks	
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
Labels	
J & J Cash Inc (Woven)	South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles)	Naugatuck
Label Moisteners	
Better Packages Inc	Shelton
Laboratory Equipment	
Eastern Industries Inc	New Haven
Laboratory Supplies	
Macalaster Bicknell Company	New Haven
Laces	
American Fabrics Company The	Bridgeport
Wilcox Lace Corporation	Middletown
Laces and Nettings	
Wilcox Lace Corporation The	Middletown
Lacquers & Synthetic Enamels	
Chemical Coatings Corporation	Rocky Hill
I-Sis Chemicals Inc	Stamford
United Chromium Incorporated	Waterbury
Ladders	
A W Flint Co	196 Chapel St New Haven
Laminated Metal	
Bridgeport Brass Company	Bridgeport
Lamps	
Plume & Atwood Mfg Co The (metal oil)	Waterbury
Lampholders—Incandescent and Fluorescent	
General Electric Company	Bridgeport
Lamp Shades	
Verplex Company The	Essex
Lanterns—Battery Operated	
Electrical Div Olin Mathieson Chemical Corp	New Haven
Lathes—Contin-U-Matic	
Bullard Company, The (vertical multi-spindle-continuous turning type)	Bridgeport
Lathes—Man-Au-Trol	
Bullard Company The	Bridgeport
Lathes—Multi-Au-Matic	
Bullard Company The (vertical multi-spindle-indexing type)	Bridgeport
Lathes—Toolroom and Automatic	
Pratt & Whitney Co Inc	West Hartford
Lathes—Vertical Turret	
Bullard Company The (single spindle)	Bridgeport
Lead Plating	
Christie Plating Co The	Groton
Leather	
Norwich Leather Co	Norwich
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
Leather Dog Furnishings	
Andrew B Hendryx Co The	New Haven
The Smith-Worthington Saddlery Co	Hartford
Leather Goods Trimmings	
G E Prentice Mfg Co The	Kensington
Leather, Mechanical	
Auburn Manufacturing Company	The (packings, cubs, washers, etc) Middletown
Letterheads	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven
Levels—Machinist's Precision	
Bullard Company The	Bridgeport
Light Assemblies	
Saybrook Manufacturing Inc	Old Saybrook
Lighting Accessories—Fluorescent	
General Electric Company	Bridgeport
Lighting Equipment	
Fullerton Manufacturing Corp	Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe)	Meriden
Lines—Braided	
Essex Mills Inc	Essex
Lime	
New England Lime Company	Canaan
Lipstick Containers	
Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co	Waterbury
Lithographers	
O'Toole & Sons Inc T	Stamford
Lithographing	
Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford
Lehman Brothers Inc	New Haven
A D Steinbach & Sons	New Haven
Locks—Banks	
Yale & Towne Mfg Co The	Stamford
Locks—Builders	
Eagle Lock Co The	Terryville
Sargent & Company	New Haven
Yale & Towne Mfg Co The	Stamford
Locks—Cabinet	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
Locks—Special Purpose	
Eagle Lock Co The	Terryville
Yale & Towne Mfg Co The	Stamford
Locks—Suitcase	
Eagle Lock Co The	Terryville
Locks—Suitcase and Trimmings	
Excelsior Hardware Co The	Stamford
Locks—Trunk	
Eagle Lock Co The	Terryville
Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The	Stamford
Locks—Zipper	
Excelsior Hardware Co The	Stamford
Loom—Non-Metallic	
Wiremold Company The	Hartford
Lumber & Millwork Products	
City Lumber Co of Bridgeport Inc	Bridgeport
Machetes	
Collins Company The	Collinsville (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Machine Design			
Black Rock Mfg Company The	Bridgeport		
Machine Tool Designers			
R & S Company	New Britain		
Machine Tools			
Bullard Company The	Bridgeport		
Pratt & Whitney Co Inc	West Hartford		
Producto Machine Company The	Bridgeport		
Machine Work			
Black Rock Mfg Company The	Bridgeport		
Farrel-Birmingham Company Inc	Ansonia		
Fenn Manufacturing Company The (precision parts)	Newington		
Hartford Special Machinery Co The (contract work only)	Hartford		
National Sheradizing & Machine Co (job)	Hartford		
Parker Stamp Works Inc The (Special)	Hartford		
Swan Tool & Machine Co The	Hartford		
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington		
Machinery			
Fenn Manufacturing Company The (special)	Newington		
Globe Tapping Machine Company (dial type drilling and tapping)	Bridgeport		
Hallden Machine Company The (mill)	Thomaston		
Torrington Manufacturing Co The (mill)	Torrington		
Machinery—Automatic			
Banthin Engineering Company (new and rebuilt)	Bridgeport		
Machinery—Bolt and Nut			
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Machinery—Cold Heading			
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Machinery Dealers & Rebuilders			
Botwinik Brothers	New Haven		
J L Lucas and Son	Fairfield		
State Machinery Co Inc	New Haven		
Machinery—Extruding			
Standard Machinery Co The	Mystic		
Machinery—Metal-Working			
Fenn Mfg Co The	Newington		
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Pratt & Whitney Co Inc	West Hartford		
Machinery—Nut			
Waterbury Farrel Foundry & Machine Co The (forming and tapping)	Waterbury		
Machinery—Screw and Rivet			
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Machinery—Wire Drawing			
Fenn Mfg Co The	Newington		
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Machinery—Wire Straightening			
Mettler Machine Tool Inc	New Haven		
Machines			
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport		
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)	Bridgeport		
Patent Button Company The	Waterbury		
Machines—Automatic			
A H Nilson Mach Co The (Special)	Bridgeport		
Machines—Automatic Chucking			
Bullard Company The	Bridgeport		
New Britain-Gridley Machine Division			
The New Britain Machine Co (multiple spindle and double end)	New Britain		
Pratt & Whitney Co Inc (Potter & Johnson)	West Hartford		
Machines—Brushing			
Fuller Brush Co The	Hartford		
Machines—Contin-U-Matic			
Bullard Company The (vertical multi-spindle—continuous turning)	Bridgeport		
Machines—Draw Benches			
Fenn Manufacturing Company The	Newington		
Machines—Forming			
A H Nilson Mach Co The (four-slide wire and ribbon stock)	Bridgeport		
Machines—Paper Ruling			
John McAdams & Sons Inc	Norwalk		
Machines—Pipe & Bolt Threading			
Capewell Mfg Co The	Hartford		
Machines—Precision Boring			
New Britain-Gridley Machine Division			
The New Britain Machine Co	New Britain		
Machines—Rolling			
Fenn Manufacturing Company The	Newington		
Machines—Slotting			
Globe Tapping Machine Company The (High Production Screw Head Slotting)	Bridgeport		
Waterbury Farrel Foundry & Machine Co The (screw head)	Waterbury		
Machines—Spacing Table			
Bullard Company The	Bridgeport		
Machines—Special			
Fenn Mfg Co The	Newington		
Fuller Brush Co The	Hartford		
Machines—Swaging			
Fenn Manufacturing Company The	Newington		
Machines—Thread Rolling			
Hartford Special Machinery Co The	Hartford		
Waterbury Farrel Foundry & Machine Co The	Waterbury		
Machines—Turks Head			
Fenn Manufacturing Company The	Newington		
Machines—Well Drilling			
Consolidated Industries	West Cheshire		
Machines—Wire Drawing			
Fenn Manufacturing Company The	Newington		
Magnesium Castings			
Stamford Casting Company	Stamford		
Magnet Wire			
Viking Wire Co Inc	Danbury		
Manganese Bronze Ingot			
Whipple and Choate Company	Bridgeport		
Manicure Instruments			
W E Bassett Company The	Derby		
Marine Engines			
Kilborn-Sauer Company (running lights and searchlights)	Fairfield		
Lathrop Engine Co The	Mystic		
Marine Equipment			
Russell Manufacturing Company The (utility cord and accessory hardware)	Middletown		
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown		
Marine Reserve Gears			
Snow-Nabstedt Gear Corp The	New Haven		
Marking Devices			
Hoggson & Pettis Mfg Co The	New Haven		
Parker Stamp Works Inc The (steel)	Hartford		
Material Handling			
Parsons Co Inc W A (tote pans)	Durham		
Mats—Newspaper			
Lockwood Sons Inc Wm H	Hartford		
Mattresses			
Waterbury Mattress Co	Waterbury		
Metal Boxes			
Parsons Co Inc W A (tool kits)	Durham		
Metal Boxes and Displays			
Durham Mfg Co The (Designing & Mfg to customers specifications)	Durham		
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays)	Durham		
Charles Parker Co (sheet metal fabricators)	Meriden		
Metal Cleaners			
Apothecaries Hall Co	Waterbury		
Enthone Inc	New Haven		
Foy Electro-Chemical Co	Ansonia		
MacDermid Incorporated	Waterbury		
Metal Cleaning Machines			
Colt's Manufacturing Company	Hartford		
Metal Finishes			
Enthone Inc			
Mitchell-Bradford Chemical Co			
United Chromium Incorporated			
New Haven Bridgeport Waterbury			
Metal Finishing			
Hartford Industrial Finishing Co	Hartford		
National Sheradizing & Machine Co	Hartford		
Waterbury Plating Company	Waterbury		
Metal Formings			
Master Engineering Company	West Cheshire		
Stanley Pressed Metal	New Britain		
Metal Mouldings			
Leed Co The H A	Hamden		
Metalizing			
Conn Metal Finishing Co	Hamden		
Metal Novelties			
H C Cook Co The	32 Beaver St Ansonia		
Metal Parts Washing Machines			
Foy Electro-Chemical Co	Ansonia		
Metal Plating—Gold & Silver			
Donham Craft Inc	Thomaston		
Metal Products—Stampings			
American Brass Company The	Waterbury		
Plume & Atwood Manufacturing Co	Thomaston		
J H Sessions & Son	Bristol		
Scovill Manufacturing Company (Made-to-Order)	Waterbury 91		
Stanley Pressed Metal	New Britain		
Metal Specialties			
Excelsior Hardware Co The	Stamford		
Metal Spinning			
Moseley Metal Crafts Inc	West Hartford		
Metal Stampings			
American Brass Company The	Waterbury		
Autoyre Co The (Small)	Oakville		
Better Formed Metals Inc	Waterbury		
DooVal Tool & Mfg Inc The	Naugatuck		
Excelsior Hardware Co The	Stamford		
Greist Mfg Co The	503 Blake St New Haven		
H C Cook Co The	32 Beaver St Ansonia		
Humason Mfg Co The	Forestville		
Mohawk Mfg Co (threaded)	Middletown		
J A Otterbein Company The (metal fabrications)	Middletown		
J H Sessions & Son	Bristol		
Patent Button Co The	Waterbury		
G E Prentice Mfg Co The	Kensington		
Plume & Atwood Mfg Co The	Thomaston		
Saling Manufacturing Company	Unionville		
Stanley Pressed Metal	New Britain		
Swan Tool & Machine Co The	Hartford		
Terryville Manufacturing Co	Terryville		
United States Rubber Company Shoe Division	Waterbury		
Verplex Company The (Contract)	Essex		
Waterbury Lock & Specialty Co The	Milford		
Meters			
Standard Meter Repair Co The	Shelton		
Meters—Gas			
Sprague Meter Company	Bridgeport		
Meters—Parking			
Rhodes Inc M H	Hartford		
Microfilming			
American Microfilming Service Company	New Haven		
Milk Bottle Carriers			
John P Smith Co The	423-33 Chapel St New Haven		
Milling Machines			
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines)	West Hartford		
Rowbottom Machine Company Inc (cam)	Waterbury		
Mill Supplies			
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown		
Millwork			
Hartford Builders Finish Co	Hartford		
Miniature Precision Connectors			
Gorn Electric Co	Stamford		
Minute Minders			
Lux Clock Mfg Co The	Waterbury		
Mirror Rosettes and Hangers			
Waterbury Companies Inc	Waterbury		
Mixing Equipment			
Eastern Industries Inc	New Haven		
Gabb Special Products Div The E Horton & Son Co	Windsor Locks (Adv.)		

I T ' S M A D E I N C O N N E C T I C U T

Model Work B & N Tool & Engineering Co (instruments and timing devices) Oakville	Otis Woven Awning Stripes The Falls Company Norwich	Pet Furnishings Andrew B Hendrix Co The New Haven
Mops Fuller Brush Co The Hartford	Outlets—Electric General Electric Company Bridgeport	Phosphor Bronze American Brass Company The Waterbury Bridgeport Brass Company Bridgeport Miller Company The (sheets, strips, rolls) Meriden
Motor Control Centers Distribution Assemblies Department, General Electric Co Plainville	Ovens—Electric Bauer & Company Inc Hartford	Phosphor Bronze Ingots Whipple and Choate Company The Bridgeport
Motor—Generator Sets Electric Specialty Co Stamford	Overhead Garage Doors Wallingford Planing Mill Co Inc Yalesville	Photoflash Batteries Electrical Div Olin Mathieson Chemical Corp New Haven
Motors—Electric Timing Cramer Co Inc The R W Centerbrook	Package Sealers Better Packages Inc Shelton	Photographic Equipment Electrical Div Olin Mathieson Chemical Corp New Haven Kalart Company Inc Plainville
Motors—Synchronous Cramer Co Inc The R W Centerbrook Electric Specialty Co Stamford	Packaging Machinery Colt's Manufacturing Company (box making machinery, Trade mark "Rite Size") Hartford	Piano Repairs Pratt Read & Co Inc (keys and action) Ivoryton
Moulded Plastic Products Butterfield Inc T F Naugatuck Colt's Manufacturing Company Hartford Patent Button Co The Waterbury Waterbury Companies Inc Waterbury Watertown Mfg Co The 117 Echo Lake Road Watertown	Packaging & Packing Mercer & Stewart Co The Hartford	Piano Supplies Pratt Read & Co (keys and actions, backs, plates) Ivoryton
Mouldings Himmel Brothers Co The (architectural, metal and store front) Hamden	Packing Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport	Pins CEM Company ("Spirol") Danielson
Moulds ABA Tool & Die Co Manchester Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford	Padlocks Sargent & Company New Haven Waterbury Lock & Specialty Co The Milford Yale & Towne Mfg Co Inc Stamford	Pin Up Lamps Verplex Company The Essex
Napper Clothing Standard Card Clothing Co The (for textile mills) Stafford Springs	Pads—Office The Baker Goodyear Company New Haven	Pipe American Brass Co The (brass and copper) Waterbury Bridgeport Brass Co (brass and Copper) Bridgeport Chase Brass & Copper Co (red brass and copper) Waterbury Howard Co (cement well and chimney) New Haven
Nettings Wilcox Lace Corp The Middletown	Paints and Enamels Staminate Corp The New Haven	Pipe Fitters Hand Tools & Pipe Threading Machines Capewell Manufacturing Company Hartford
Newspaper Mats Lockwood Sons Inc Wm H Hartford	Panelboards—Lighting and Distribution Distribution Assemblies Department, General Electric Co Plainville	Pipe Fittings Corley Co Inc Plainville Malleable Iron Fittings Co Branford
Nickel Anodes Apothecaries Hall Co Waterbury	Panelyte Leed Co The H A Hamden	Pipe Plugs Holo-Krome Screw Corporation The (counter-sunk) West Hartford
Nickel Silver American Brass Company The Waterbury Bridgeport Brass Company Bridgeport Plume & Atwood Mfg Co The Thomaston Seymour Mfg Co The Seymour Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven	Panta Moore Special Tool Co (crush wheel dresser) Bridgeport	Pipe Plugs—Socketed Holo-Krome Screw Corp The West Hartford
Nickel Silver Ingot Whipple and Choate Company The Bridgeport	Paperboard Federal Paper Board Co Inc Montville, New Haven & Versailles Gair Company Inc Robert Montville Robertson Paper Box Co Montville New Haven Pulp and Board Co The New Haven	Plastic Buttons Frank Parizek Manufacturing Co The West Willington Patent Button Co The Waterbury
Night Latches Sargent & Company New Haven Yale & Towne Mfg Co Inc Stamford	Paper Box—Partitions American Rondo Corporation (specialty partitions) Hamden	Plastic Gems Colt's Manufacturing Company Hartford
Non-ferrous Metal Castings Miller Company The Meriden Charles Parker Co Meriden	Paper Boxes Atlantic Carton Corp (folding) Norwich Gair Co Inc Robert (folding) Montville National Folding Box Co Inc (folding) New Haven & Versaille New Haven Board and Carton Co The New Haven Mills Inc H J Bristol Robertson Paper Box Co (folding) Montville	Plastic Lining Equipment Comco Inc Div of Enthone Inc New Haven
Nuts, Bolts and Washers Clark Brothers Bolt Co Milldale	Paper Boxes—Folding and Setup Bridgeport Paper Box Company Bridgeport M Backes' Sons Inc Wallingford	Plastic Materials American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins) Wallingford
Office Equipment Pitney-Bowes Inc Stamford Underwood Corporation Bridgeport & Hartford	Paper Clips H C Cook Co The (steel) 32 Beaver St Ansonia	Plastic Pipe and Fittings Comco Inc Div of Enthone Inc New Haven
Offset Printing Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford	Paper Mill Machinery Farrel-Birmingham Company Inc Ansonia	Plastic Molders Plastic Molding Corporation Sandy Hook
Oil Burners Miller Company The (domestic) Meriden Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford Silent Glow Oil Burner Corp The 1477 Park St Hartford	Paper Tags and Pin Tickets Waterbury Tag Company The Waterbury	Plastic Molding Butterfield Inc T F Naugatuck U S Plastic Molding Corporation Wallingford
Oil Tanks Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk Whitlock Manufacturing Co The Hartford	Paper Tubes and Cores Sonoco Products Co (Climax-Lowell) Div Mystic	Plastic—Moulders Colt's Manufacturing Company Hartford Conn Plastics Waterbury Waterbury Companies Inc Waterbury Watertown Mfg Co The Watertown
Oils—Cutting Anderson Oil Co Inc F E Portland	Parachute Cord Essex Mills Inc Essex	Plastic Printing Plates Lockwood Sons Inc Wm H Hartford
Open Knife Switches and Accessories Trumbull Components Department, General Electric Co Plainville	Parallel Tubes Sonoco Products Co (Climax-Lowell) Div Mystic	Plastic Wire Coating Materials Electronic Rubber Co Stamford
Optical Cores & Ingots Plume & Atwood Mfg Co The Thomaston	Parkerizing Clairglow Mfg Company Portland	Plastics B F Goodrich Sponge Products Division Shelton Humphrey Fabricating Corp (laminated, fabricated parts) Unionville Naugatuck Chemical Division Unitel States Naugatuck (Advt.)
	Parking Meters Rhodes Inc M H Hartford	
	Passenger Car Sander Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden	
	Pattern-Makers Farrel-Birmingham Company Inc Ansonia	
	Penlights Bridgeport Metal Goods Mfg Co Bridgeport	

I T ' S M A D E I N C O N N E C T I C U T

Plastics Machinery	
Black Rock Mfg Company The	Bridgeport
Farrel-Birmingham Company Inc	Ansonia
Plastics Plated—Gold & Silver	
Donham Craft Inc	Thomaston
Plastics—Moulds & Dies	
Crown Tool & Die Co Inc	Bridgeport
Parker Stamp Works Inc The (for plastics)	Hartford
Plasticrete Bloc	
Plasticrete Corp	Hamden
Platers	
Acme Chromium Plating Co	New Haven
Christie Plating Co	Groton
City Plating Works	Bridgeport
Patent Button Co The	Waterbury
Water Plating Company	Waterbury
Chromium Process Company The (Chromium Plating only)	Derby
Platers' Equipment	
Apothecaries Hall Company	Waterbury
Comco Inc Div of Enthone Inc	New Haven
Foy Electro-Chemical Co	Ansonia
Lea Manufacturing Co The	Waterbury
MacDermid Incorporated	Waterbury
Platers Metal	
Plume & Atwood Mfg Co The	Thomaston
Plates—Switch	
General Electric Company	Bridgeport
Plating	
Christie Plating Co The (including lead plating)	Groton
Conn Metal Finishing Co	Hamden
Superior Plating Co	Bridgeport
Plating on Metals & Plastics	
Donham Craft Inc	Thomaston
Plating Processes and Supplies	
Enthone Inc	New Haven
United Chromium Incorporated	Waterbury
Plumbers' Brass Goods	
Bridgeport Brass Co	Bridgeport
Keeney Mfg Co The (special bends)	Newington
Scovill Manufacturing Company	Waterbury 48
Plumbing Specialties	
Risdon Manufacturing Co John M Russell Div	Naugatuck
Pneumatic Machinery	
Bourne Tool & Die Co (built, designed & tooled)	Watertown
Pole Line Hardware	
Malleable Iron Fittings Co	Branford
Police Equipment	
The Smith-Worthington Saddlery Co	Hartford
Polishing	
Mirror Polishing & Buffing Co	Waterbury
Poly Chokes	
Poly Choke Company The (a shotgun choking device)	Tariffville
Postage Meters	
Pitney Bowes Inc	Stamford
Potentiometers—Electronic	
Bristol Company The	Waterbury
Power Rollers	
Consolidated Industries Inc	West Cheshire
Precision Electronic Chassis	
Saybrook Manufacturing Inc	Old Saybrook
Precision Machine Tool Spindles	
Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington
Precision Manufacturing	
Newton Co The (aircraft parts)	Manchester
Precision Revolving Machinery	
Whitton Manufacturing Co	Farmington
Precision Springs & Wire Forms	
Rowley Spring Co Inc The	Bristol
Prefabricated Buildings	
City Lumber of Bridgeport Inc The	Bridgeport
Premium Specialties	
Waterbury Companies Inc	Waterbury
Preservatives—Wood, Rope, Fabric	
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury
Press Papers	
Case Brothers Inc	Manchester
Presses	
Farrel-Birmingham Company Inc (Hydraulic)	Ansonia
Presses—Molding	
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic)	Mystic
Presses—Power	
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury
Waterbury Farrel Foundry & Machine Co The	Waterbury
Pressure Vessels	
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk
Whitlock Manufacturing Co The	Hartford
Printing	
Busmann Press Inc	New Haven
Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford
Finlay Brothers	Hartford
Heminway Corporation The	Waterbury
Hildreth Press	Bristol
Hunter Press	Hartford
Lehman Brothers Inc	New Haven
Taylor & Greenough Co The	Wethersfield
T B Simonds Inc	Hartford
A D Steinbach & Sons	New Haven
The Walker-Rackliff Company	New Haven
Printing Machinery	
Banthin Engineering Co (automatic)	Bridgeport
Thomas W Hall Company	Stamford
Printing Plates	
Lockwood Sons Inc Wm H	Hartford
Printing Rollers	
Chambers-Storck Company Inc The (engraved)	Norwich
Production Control Equipment	
Ripley Company Inc	Middletown
Production Welding	
Consolidated Industries	West Cheshire
Profilers	
Pratt & Whitney Co Inc	West Hartford
Propellers—Aircraft	
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks
Protective Coatings	
Harrison Company The A S (Waxes)	South Norwalk
Publishers	
O'Toole & Sons Inc The	Stamford
Pumps	
Yale & Towne Mfg Co The	Stamford
Pumps—Small Industrial	
Eastern Industries Inc	New Haven
Pump Valves	
Colt's Manufacturing Company	Hartford
Punches	
Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven
141 Brewery St	New Haven
Putty Softeners—Electrical	
Fletcher Terry Co The	Box 415 Forestville
Pyrometers	
Bristol Co The (recording and controlling)	Waterbury
Radiation—Finned Copper	
Bush Manufacturing Co	West Hartford
G & O Manufacturing Company The	New Haven
Vulcan Radiator Co The (steel and copper)	Hartford
Radiators—Engine Cooling	
G & O Manufacturing Co	New Haven
Ratchet Offset Screw Driver	
Chapman Co J W	Durham
Rayon Staple Fiber	
Hartford Rayon Corp The	Rocky Hill
Reamers	
Pratt & Whitney Co Inc (All types)	West Hartford
Recorders	
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
Reduction Gears	
Farrel-Birmingham Company Inc	Ansonia
Snow-Nabstedt Gear Corp The	New Haven
Refractories	
Howard Company	New Haven
Mullite Refractories Company The	Shelton
Refrigeration	
Bowser Technical Refrigeration Div	Bowser
Inc (high altitude, low temperature)	Terryville
Bush Manufacturing Co The	West Hartford
Regulators	
Norwalk Valve Company (for gas and air)	South Norwalk
Sorensen & Company Inc	Stamford
Research & Development	
Raymond Engineering Laboratories (Electro-Mechanical)	Middletown
Resistance Wire	
C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport
Kanthal Corporation The	Stamford
Respirators	
American Optical Company Safety Division	Putnam
Retainers	
Hartford Steel Ball Co The (bicycle & automotive)	Hartford
Riveting Machines	
Grant Mfg & Machine Co The	Bridgeport
Ripley Company Inc	Middletown
H P Townsend Manufacturing Co The	Elmwood
Rivets	
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville
Clark Brothers Bolt Co	Milldale
Plume & Atwood Mfg Co The	Thomaston
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport
Rods	
American Brass Company The (copper, brass, bronze)	Waterbury
Bridgeport Brass Company	Bridgeport
Bristol Brass Corp The (brass and bronze)	Bristol
Scovill Manufacturing Company (brass and bronze)	Waterbury 91
Rollers—Bituminous Paving	
Gabb Special Products Div E Horton & Son Company	Windsor Locks
Roller Skate Wheels	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Roller Skates	
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven
Rolling Mills & Equipment	
Farrel-Birmingham Company Inc	Ansonia
Fenn Mfg Co The	Newington
Precision Methods & Machines Inc	Waterbury
Waterbury Farrel Foundry & Machine Co The	Waterbury
Rolls	
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia
Rope Wire	
American Steel & Wire Div of U S Steel	New Haven
Rubber—Cellular	
B F Goodrich Sponge Products Division	Shelton
Rubber Chemicals	
Naugatuck Chemical Division	United States
Rubber Co	Naugatuck
Stamford Rubber Supply Co The ("Factice")	Stamford
Vulcanized Vegetable Oils	Stamford
Rubber Cutting Machinery	
Black Rock Mfg Company The	Bridgeport
Rubberized Fabrics	
Duro-Gloss Rubber Co The	New Haven
Rubber Footwear	
Goodyear Rubber Co The	Middletown
Rubber Gloves	
Seamless Rubber Company The	New Haven (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Rubber—Handmade Specialties	
Seamless Rubber Company The	New Haven
Rubber Latex Compounds and Dispersions	
Naugatuck Chemical Division	United States
Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck
Rubber—Latex Foam	
B F Goodrich Sponge Products Division	Shelton
Rubber Mill Machinery	
Farrel-Birmingham Company Inc	Ansonia
Rubber—Molded Specialties	
Airex Rubber Prod Corp	Portland
Canfield Co The H O	Bridgeport
Seamless Rubber Company The	New Haven
Rubber Products	
Airex Rubber Prod Corp	Portland
Rubber Printing Plates	
Lockwood Sons Inc Wm H	Hartford
Rubber Products—Mechanical	
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown
Canfield Co The H O	Bridgeport
Seamless Rubber Company The	New Haven
Rubber—Reclaimed	
Naugatuck Chemical Division	United States
Rubber Co	Naugatuck
Rubbers	
Naugatuck Chemical Div U S	Rubber Co
(special synthetic)	Naugatuck
Rubbish Burners	
John P Smith Co The	423-33 Chapel St New Haven
Rust Preventives	
Anderson Oil Co Inc F E	Portland
Enthone Inc	New Haven
Rust Removers	
Enthone Inc	New Haven
Saddlery	
The Smith-Worthington Saddlery Co	Hartford
Safety Clothing	
American Optical Company Safety Division	Products Putnam
Safety Fuses	
Ensign-Bickford Co The (mining & detonating)	Simsbury
Safety Gloves and Mittens	
American Optical Company Safety Division	Products Putnam
Safety Goggles	
American Optical Company Safety Division	Products Putnam
Safety Switches	
Trumbull Components Department, Electric Co	General Plainville
Saw Blades—Hack	
Capewell Mfg Co The	Hartford
Saw Blades—Hack & Band	
Capewell Manufacturing Company	Hartford
Saws, Band, Metal Cutting	
Atlantic Saw Mfg Co	New Haven
Scissors	
Acme Shear Company The	Bridgeport
Screens	
Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford
Screw Caps	
Weimann Bros Mfg Co The (small for bottles)	Derby
Screw Machines	
H P Townsend Mfg Company The	Elmwood
Screw Machine Products	
Apex Tool Co Inc The	Bridgeport
Blake & Johnson Co The	Waterville
Consolidated Industries	West Cheshire
Dependable Automatic Screw Co	Waterbury
Eastern Machine Screw Corp The	Truman & Barclay Sts New Haven
Fairchild Screw Products Inc	Winsted
Franklin Screw Machine Co The (up to 1½" capacity)	Hartford
Garthwait Mfg Co A E (up to and incl ½")	Waterbury
Greist Mfg Co The (Up to 1½" capacity)	New Haven
Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport
19 Staples Street	Forestville
Humason Mfg Co The	
Screw Machine Products (Cont.)	
Kerrin Company	West Haven
Lowe Mfg Co The	Wethersfield
National Automatic Products Company The	Berlin
Nelson's Screw Machine Products	Plantsville
New Britain Machine Company The	New Britain
New Haven Screw Machine Prods Inc (up to 1½" capacity)	Milford
Olson Brothers Company (up to ¾" capacity)	Plainville
Olson & Sons R P	Southington
Peck Spring Co The	Plainville
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91
United Screw Machine Co	Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury
Screw Machine Tools	
American Cam Company Inc (Circular Form Tools)	Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls)	West Hartford
Somma Tool Co (precision circular form tools)	Waterbury
Screws	
American Screw Company	Willimantic
Atlantic Screw Works (wood)	Hartford
Blake & Johnson Co The (machine and wood)	Waterville
Bristol Company The (socket set and socket cap screws)	Waterbury
Clark Brothers Bolt Co	Milford
Eagle Lock Co The	Terryville
Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford
Scovill Manufacturing Company	Waterbury 91
Superior Manufacturing Co The	Winsted
Screws—Socket	
Allen Manufacturing Company The	Hartford
Bristol Co The	Waterbury
Holo-Krome Screw Corp The	West Hartford
Sealing Tape Machines	
Better Packages Inc	Shelton
Service Entrance Equipment	
Trumbull Components Department, Electric Co	General Plainville
Sewing Machines	
Greist Mfg Co The (Sewing Machine attachments)	503 Blake St New Haven
Morrow Machine Co The (Industrial)	Hartford
Singer Manufacturing Company The (Industrial)	Bridgeport
Shaving Soaps	
J B Williams Co The	Glastonbury
Shears	
Acme Shear Co The (household)	Bridgeport
Sheet Metal Products	
American Brass Co The (brass and copper)	Waterbury
Dresser Products Inc (Fabricators)	Canaan
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
Charles Parker Co (sheet metal fabricators)	Meriden
Parsons Co Inc W A (fabricators)	Durham
Plume & Atwood Mfg Co The	Thomaston
United Manufacturing Co Division of The	Hamden
W L Maxson Corp	
Sheet Metal Stampings	
American Brass Company The	Waterbury
American Buckle Co The	West Haven
DooVal Tool & Mfg Inc The	Naugatuck
Dresser Products Inc	Canaan
J H Sessions & Son	Bristol
Patent Button Co The	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Shells	
Wolcott Tool and Manufacturing Company Inc	Waterbury
Shipment Sealers	
Better Packages Inc	Shelton
Showcase Lighting Equipment	
Wiremold Company The	Hartford
Signals	
H C Cook Co The (for card files)	Ansonia
32 Beaver St	
Signs	
Berger Sign Co (neon electric-porcelain enamel-stainless steel)	Hartford
Silk Screen Process Printing	
Norton Co B H	New Haven
Silk Screen Printing	
Sirocco Screenprints	New Haven
Silk Screening on Metal	
Merriam Mfg Co (Displays and Specialties, to order)	Durham
Silver & Gold Plating	
Donham Craft Inc (on metals & plastics)	Thomaston
Simulators	
Reflectone Corporation The	Stamford
Sintered Metal Products	
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Sizing and Finishing Compounds	
American Cyanamid Company	Waterbury
Slide Fasteners	
G E Prentice Mfg Co The	Kensington
North & Judd Manufacturing Co	New Britain
Slings	
American Steel & Wire Div of U. S. Steel	New Haven
Smoke Stacks	
Bigelow Company The (steel)	New Haven
Norwalk Tank Co The	South Norwalk
Soap	
J B Williams Co The (Industrial soaps, toilet soaps, shaving soaps)	Glastonbury
Special Machinery	
Banthin Engineering Company (complete and/or parts)	Bridgeport
Boesch Mfg Co Inc	Danbury
Black Rock Mfg Company The	Bridgeport
Farrel-Birmingham Company Inc	Ansonia
Federal Machine & Tool Co	Bristol
Fenn Mfg Co The	Newington
H P Townsend Mfg Company The	Elmwood
National Sheradizing & Machine Co (& stock shells for rubber industry)	Hartford
Swan Tool & Machine Co The	Hartford
Special Parts	
Fenn Mfg Co The	Newington
Greist Mfg Co The (small machines, especially precision stampings)	New Haven
J H Sessions & Son	Bristol
Spinnings	
Gray Manufacturing Company The	Hartford
Spline Milling Machines	
Townsend Mfg Co The H P	Elmwood
Sponge Rubber	
B F Goodrich Sponge Products Division	Shelton
Spotwelding	
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys)	Stratford
Spray Painting Equipment and Supplies	
Lea Manufacturing Co The	Waterbury
Spring Coiling Machines	
Torrington Manufacturing Co The	Torrington
Spring Presses	
Townsend Mfg Co The H P	Elmwood
Spring Units	
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport
Spring Washers	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Spring—Coil & Flat	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barrett Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Foursome Manufacturing Co	Bristol
Humason Mfg Co The	Forestville
Newcomb Spring Corp The	Southington
New England Spring Manufacturing Company	Unionville
Peck Spring Co The	Plainville
Spring—Flat	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bristol Spring Manufacturing Co	Plainville
Foursome Manufacturing Co	Bristol
Humason Mfg Co The	Forestville
Spring—Furniture	
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
D R Templeman Co (coil and torsion) Plainville
J W Bernston Company (coil and torsion) Plainville
Newcomb Spring Corp The Southington

Springs, Wire & Flat
Autoyre Company The Oakville

Stamped Metal Products
American Brass Company The Waterbury

Stampings
C & H Mfg Co Inc Watertown
Donahue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Foursome Manufacturing Co Bristol
Plume & Atwood Mfg Co The (small) Thomaston
Saybrook Manufacturing Inc Old Saybrook
Stanley Pressed Metal New Britain

Stampings—Small
Acme Shear Co The Bridgeport
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Greist Manufacturing Co The New Haven
Humason Mfg Co The Forestville

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (cold rolled strip) New Britain

Steel Castings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron) Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Barnes Co The Wallace Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Div of U S Steel New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order)

Steel—Hot Rolled Strip
Northeastern Steel Corp Bridgeport

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
New Haven Electrotype Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Storage Batteries
R A E Storage Battery Mfg Co Glastonbury

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Structural Mouldings
Leed Co The H A Hamden

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Company The Shelton

Surface Metal Raceway & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Swaging Machinery
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford

Switchboards
Distribution Assemblies Department, General Electric Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Switches—Electric
General Electric Company Bridgeport

Synthetic Resins
American Cyanamid Co (Textile Resins, Paper Resins) Waterbury

Tabulating Equipment—Manual
Denominator Company Inc Woodbury
Veeder-Root Incorporated Hartford

Tags
Waterbury Tag Company The (Paper and Cloth) Waterbury

Tanks
Bigelow Company The (steel) New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Connecticut Welders Inc (steel, alloy & lined) Wallingford
Foy Electro-Chemical Co (Metal & Plastic) Ansonia
Norwalk Tank Co The South Norwalk
Rolock Inc (Alloy) Fairfield
Storts Welding Company (steel and alloy) Meriden

Tap Extractors
Walton Company The West Hartford

Tape
Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown

Tapes—Industrial Pressure Sensitive
Seamless Rubber Company The New Haven

Tape Recorders
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Tape Recorder Magazines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Taps
Pratt & Whitney Co Inc West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Telephone Answering & Recording Machines
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

Testers—Insulation
McNeal J D New Haven

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Morrow Machine Co The 2814 Laurel St Hartford

Textile Printing Gums
Polymer Industries Inc Springdale

Textile Processors
American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thermostats
Bridgeport Thermostat Company Inc (automatic) Bridgeport

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Max Pollack & Co Inc Groton and Willimantic
Wm Juhl Manufacturing Co Mystic

Thread Chasers
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Thread Gages
Pratt & Whitney Co Inc West Hartford

Thread Milling Machines
Pratt & Whitney Co Inc West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
B & N Tool & Engineering Co (development and model work) Oakville
R W Cramer Company Inc The Centerbrook
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tool Hardening
Commercial Metal Treating Co Bridgeport

Tools
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Oakville
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

Tools & Dies
C & H Mfg Co Inc Watertown
Lambro Tool-Die & Mfg Co Bridgeport
Metropolitan Tool & Die Hartford
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Greist Mfg Co The New Haven

Tools, Dies, Jigs & Fixtures
O.S.A. Manufacturing Co Plainville
Otterbein Co J A Middletown
Riverside Mfg Co Inc The New Haven
Telke Tool & Die Mfg Co New Britain

Tools, Fixtures, Gauges
Fredericks Tool Co J F West Hartford

Toroidal Winding Machines
Boesch Mfg Co Inc Danbury

Totalizers
Reflectone Corporation The Stamford

Toys
Geo S Scott Mfg Co The Wallingford
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Div of U S Steel New Haven

Transformers
Berkshire Transformer Corp The New Milford
Dano Electric Company Winsted

Trucks—Commercial
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Truck—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Bending
Donahue Mfg Co Inc Watertown

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Mfg Co ("Uniflare") Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London (Adv.)

IT'S MADE IN CONNECTICUT

Tubing		Wall Paper		Wire Arches & Trellises	
American Brass Co The (brass and copper)	Waterbury	Stamford Wall Paper Co Inc	Stamford	Hartford Wire Works Co The	Hartford
Bridgeport Brass Company (brass and copper)	Bridgeport			John P Smith Co The	New Haven
G & O Manufacturing Co (finned)	New Haven			423-33 Chapel St	
Scoville Manufacturing Company (Brass and Copper)	Waterbury 91				
Tubing—Flexible Metallic		Washers		Wire Baskets	
American Brass Co Metal Hose	Waterbury	American Felt Co (felt)	Glenville	Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing)	Bridgeport
Branch		Auburn Manufacturing Company The (all materials)	Middletown		
Tub'ng—Heat Exchanger		Blake & Johnson The (brass, copper & non-ferrous)	Waterville		
American Brass Company The	Waterbury	Clark Brothers Bolt Co	Milldale		
Scovill Manufacturing Company	Waterbury 91	Humphrey Fabricating Corp	Unionville		
		Plume & Atwood Mfg Co The (brass & copper)	Thomaston		
Tumbling Barrels		J H Rosenbeck Inc	Torrington		
Henderson Bros Co The	Waterbury	Saling Manufacturing Company (made to order)	Unionville		
Tumbling Equipment & Supplies					
Esbec Barrel Finishing Corp	Beyram	Washers—Felt		Wire Cloth	
Foy Electro-Chemical Co	Ansonia	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	Hartford Wire Works Co The	Hartford
				C O Jelliff Mfg Co The (all metal, all meshes)	Southport
Tumbling Service		Watches		Pequot Wire Cloth Co Inc	Norwalk
Esbec Barrel Finishing Corp	Meriden	E Ingraham Co The	Bristol	Rolock Inc (Alloy)	Fairfield
		United States Time Corporation The	Waterbury	Smith Co The John P	New Haven
Typewriters		Water Heaters		Wire Dipping Baskets	
Royal Typewriter Co Inc	Hartford	Whitlock Manufacturing Co The (instantaneous & storage)	Hartford	Hartford Wire Works Co The	Hartford
Underwood Corporation	Hartford			John P Smith Co The	New Haven
Typewriters—Portable		Water Heaters—Electric		423-33 Chapel St	
Royal Typewriter Company Inc	Hartford	Bauer & Company Inc	Hartford		
Underwood Corporation	Hartford				
Typewriter Ribbons and Supplies		Water Heaters—Gas or Kerosene		Wire Drawing Dies	
Royal Typewriter Company Inc	Hartford	Holyoke Heater Corp of Conn Inc	Hartford	Waterbury Wire Die Co The	Waterbury
Underwood Corporation	Hartford and Bridgeport				
Ultrasonic Processing Equipment		Waxes		Wire Formings	
General Ultrasonics Co The	Hartford	Harrison Company The A S (and other protective coatings)	South Norwalk	Autoyre Co The	Oakville
				G E Prentice Mfg Co The	Kensington
Underclearer Rolls		Waxes—Floor		Master Engineering Company	West Cheshire
Sonoco Products Co (Climax-Lowell Div)	Mystic	Fuller Brush Co The	Hartford	North & Judd Manufacturing Co	New Britain
				Turner & Seymour Manufacturing Co The	Torrington
Vacuum Bottles and Containers		Wedges		Verplex Company The	Essex
American Thermos Bottle Co	Norwich	Saling Manufacturing Company (hammer & axe)	Unionville		
Vacuum Cleaners		Welding			
Electrolux Corporation	Old Greenwich	Connecticut Welders Inc (fabrication & repairs)	Wallingford		
Spencer Turbine Co The	Hartford	Farrel-Birmingham Company Inc	Ansonia		
Valve Discs		G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven		
Colt's Manufacturing Company	Hartford	Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford		
Valves—Automobile Tire		Welding—Lead			
Bridgeport Brass Company	Bridgeport	Connecticut Welders Inc (tanks & coils)	Wallingford		
Valves		Storts Welding Company (tanks and fabrication)	Meriden		
Norwalk Valve Company (sensitive check valves)	South Norwalk				
Valves—Radiator Air		Welding Rods			
Bridgeport Brass Company	Bridgeport	American Brass Company The	Waterbury		
Valves—Relief & Control		Bridgeport Brass Company	Bridgeport		
Beaton & Caldwell Mfg Co	New Britain	Bristol Brass Co The (brass & bronze)	Bristol		
Valves—Safety & Relief					
Manning Maxwell & Moore Inc	Stratford	Wells			
Vanity Boxes		Church Co The Stephen B	Seymour		
Bridgeport Metal Goods Mfg Co	Bridgeport				
Plume & Atwood Manufacturing Co	Thomaston	Wheels—Industrial			
		George P Clark Co	Windsor Locks		
Vapor Degreasing Machines		Wicks			
Foy Electro-Chemical Co (Manual & Automatic)	Ansonia	Auburn Manufacturing Company The (felt, asbestos)	Middletown		
		Holyoke Heater Corp of Conn Inc	Hartford		
Varnishes		Wife Ball			
Staminit Corp The	New Haven	Wiffle Ball Inc The	New Haven		
Vegetable Peelers		Window & Door Guards			
Colt's Manufacturing Company	Hartford	Hartford Wire Works Co The	Hartford		
Velvets		Smith Co The John P	New Haven		
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc)	Stonington				
Leiss Velvet Mfg Co Inc The	Willimantic	Window Shades			
Velvet Textile Corporation The (Velveteen)	West Haven	New England Shade & Blind Co Inc	Durham		
Venetian Blinds		Wiping Cloths			
Findell Manufacturing Company	Manchester	Federal Textile Corporation	New Haven		
Jennings Company The S Barry	New Haven				
New England Shade & Blind Co Inc	Durham	Wire			
Venetian Blind Tape		American Brass Company The	Waterbury		
Russell Manufacturing Company The (woven cotton and woven plastic)	Middletown	American Steel & Wire Div of U S Steel	New Haven		
Ventilating Equipment		Atlantic Wire Co The (steel)	Branford		
Foy Electro-Chemical Co	Ansonia	Bartlett Hair Spring Wire Co The (hair spring)	North Haven		
Ventilating Systems		Bridgeport Brass Company (brass and silicon bronze)	Bridgeport		
Colonial Blower Company	Plainville	Bristol Brass Corp The (brass & bronze)	Bristol		
		Discoll Wire Co The (steel)	Shelton		
Vertical Shapers		Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted		
Pratt & Whitney Co Inc	West Hartford	Platt Bros & Co The (zinc wire)	Waterbury		
Vibrators—Pneumatic		P O Box 1030	Thomaston		
Branford Co The (Industrial)	New Haven	Plume & Atwood Mfg Co The (brass, bronze, nickel silver)	Thomaston		
Vinyl Extrusion & Moulding Compounds		Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)	Waterbury 91		
Electronic Rubber Co	Stamford				
Vises		Wire and Cable			
Charles Parker Co The	Meriden	General Electric Company (for residential, commercial and industrial applications)	Bridgeport		
Fenn Manufacturing Company The (Quick-Action Vises)	Newington	Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications)	New Haven		
Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic				

Meet the Association's New Directors

(Continued from page 50)

He is a member of the First Church of Christ in New Britain, Signa Xi Engineering Society, Shuttle Meadow Club, New Britain and the New Britain Club, and four out-of-state professional, business and recreational clubs.

★ ★ ★

HARRY E. NORTON, vice president of the Mason Silk Co., Winsted, is a native of Watertown, Connecticut, where he was educated in the public schools.

His business career began with his employment with the textile firm of M. Heminway and Sons of Watertown. In 1927 he became one of the founders of the Mason Silk Co., a director, vice president and manager, posts which he still holds.

Among Mr. Norton's activities, past and present, outside of his business are the following: President of the Winsted Manufacturers Association, the Winsted Rotary Club and the Litchfield County Hospital; chairman of the Winchester Board of Education, director of the Chamber of Commerce, the Winsted Savings Bank and Union Pin Company, and member, Board of Trustees of Gilbert School and Gilbert Home and Advisory Board of the Connecticut Bank & Trust Co. He is also a member of the Finance Board and the Charter Revision Committee of Winsted.

★ ★ ★

S. W. FARNSWORTH, chairman of the board, The Torrington Manufacturing Co., Torrington, although having a rich business experience for some 50 years, prefers to list only his most recent activities.

Besides his present post at The Torrington Manufacturing Company he is vice chairman of the Naugatuck Valley Industrial Council, a director of Brooks Bank & Trust Company and the Union Hardware Co., Torrington, a director of Dolan Steel Company, Bridgeport, and Michigan Wire Cloth Co., Detroit, Michigan; and a trustee of Worcester Polytechnic Institute, Worcester, Mass., his alma mater.

★ ★ ★

GEORGE L. TODD, vice president and controller of The Bullard Company, Bridgeport, was born in Merrimac, Massachusetts and educated in foreign mission schools and through

private tutoring and correspondence school courses.

After working in banks in clerical capacities for six years he entered the public accounting field in 1916. He served his country in the Infantry from 1917 to 1919, and thereafter became sales manager for an automotive distributor in Cuba. In 1923 he returned to the United States and entered public accounting again, continuing in that profession until joining The Bullard Company in 1930 as assistant secretary and assistant treasurer. He became controller in 1938, vice president in 1946, and has been a director of the company since 1941.

Mr. Todd's business-connected memberships include: member and past president of the Bridgeport Chapter of National Office Management Association; a member and past president of Bridgeport Control, Controllers Institute of America; treasurer of the Manufacturers Association of Bridgeport and national director of the Controllers Institute of America; a member of the Accounting Council of Machinery and Allied Products Institute and a member of the Board of Finance for the Town of Fairfield. He is a member of the Board of Deacons, First Church of Christ, Fairfield and a member of the Algonquin Club, Bridgeport.

★ ★ ★

CARLYLE F. BARNES, president, Associated Spring Corporation, Bristol, was graduated from Wesleyan University in 1948. He served as general manager of the Bristol Divisions of the corporation from 1951 until his election to the presidency in 1953.

He is a director of the Bristol Bank & Trust Co., Bristol Clock Museum, Norden-Ketay Corporation, and the Manufacturers Association of Hartford County. He also serves on the board of the Bristol Hospital, Inc. and is a member of the hospital's Executive Committee.

He is past president of the Junior Chamber of Commerce of Bristol, and a member of the Manufacturers Committee, Chamber of Commerce of the United States; the National Industrial Conference Board, the American Management Association, and the American Iron and Steel Institute.

Mr. Barnes is active in civic affairs in Bristol and is a member of Franklin Lodge No. 56, F.A.M., a 32nd degree Mason and a Shriner.

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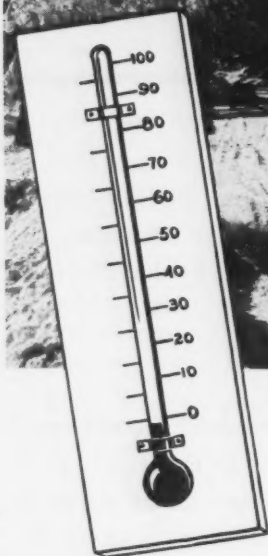
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